

السؤال الأول

25p

Young sets up industry for Britain in 90s

Regional grants go in bid to sharpen the economy

By Colin Narbrough and Nicholas Wood

The Government yesterday announced a radical shift of direction for a key Whitehall Department to prepare the economy for the far more competitive world it anticipates in the next decade.

Against a background of criticism that the Government has opened up the gap between the affluent South and the poorer North, the shake-up at the Department of Trade and Industry includes plans to end automatic Government regional grants to industry and commerce and

focus on selective assistance instead.

Regional grants in England, Scotland and Wales, which total about £580 million in the current fiscal year, are largely seen by the Government as damaging to industry's vital efficiency.

The targeted creation of a genuine Common Market in Europe by the end of 1992, and the planned opening of the Channel Tunnel the following year, will expose Britain to the full blast of competition from its EEC partners.

The changes at the DTI, billed as the biggest departmental reshuffle to date, will also focus greater attention on small and medium-sized businesses, which the Government sees as the most promising source of enterprise and jobs.

The DTI plans to expand its regional office network to make its staff more available to businesses around the

investment in Britain by foreign firms. No new applications will be accepted after the end of March.

Despite the end of RDG, Lord Young said that his plans would result in an increase in spending by the DTI on regional measures. Spending on collaborative research, technology transfer and small business innovation would also rise.

The DTI retains the policy tool of Regional Selective Assistance for which applicants must provide evidence that an investment would not be possible without the aid.

Lord Young said that what he disliked about RDG was that too many companies took the money because it was there, not because they needed it.

Presenting the plan to the Commons, Mr Kenneth Clarke, Lord Young's deputy, said that overall, DTI spending on regional industrial measures will be increased from its present level of £254 million to £264 million in 1990/91, and the assisted areas map will be unchanged for the lifetime of this Parliament.

But his assurances failed to satisfy the opposition parties, who launched a fierce attack on the proposals, saying they represented the abandonment of regional policy as it has been practised by successive Governments. Particular anger was voiced by Scottish and Welsh Labour MPs, fearful that their countries will be unable to attract inward investment.

Mr Tony Blair, a front bench Labour trade and industry spokesman, dismissed the reforms as "philosophy without cash" and said that RDG had been cut by £300 million from 1979 to 1986. Now it was to be abandoned.

Mr Clarke's pledge was an empty promise, Mr Blair insisted, warning that capital projects would be cancelled and that small firms entitled to automatic help would no longer get it.

The shake-up was broadly welcomed by Conservative MPs, but Mr Leon Brittan, the former Secretary of State for Trade and Industry, was among a number of senior Tories to express reservations. He said there were real advantages to a system under which a businessman knew that if he satisfied the requirements he was entitled to a grant rather than having to go "cap in hand" to Civil Servants and politicians, asking for discretion to be exercised.

Mr Clarke replied that in the past grants were given to firms whether they needed them or not to launch projects. He said that the decision to scrap automatic grants had been prompted by a change in the country's economic circumstances and, in particular, by a "large increase" in regional investment and a faster drop in unemployment in the regions than elsewhere.

Miandad's key role

The infamous dispute between Mike Gatting, England's cricket captain, and the umpire, Shakhbar Rana, in the second Test between Pakistan and England in Faisalabad in December might have ended rapidly in apologies and handshakes but for the obstructive tactics of Pakistani officials.

Day Two of *The Times* special investigation reveals that Pakistan's captain, Javed

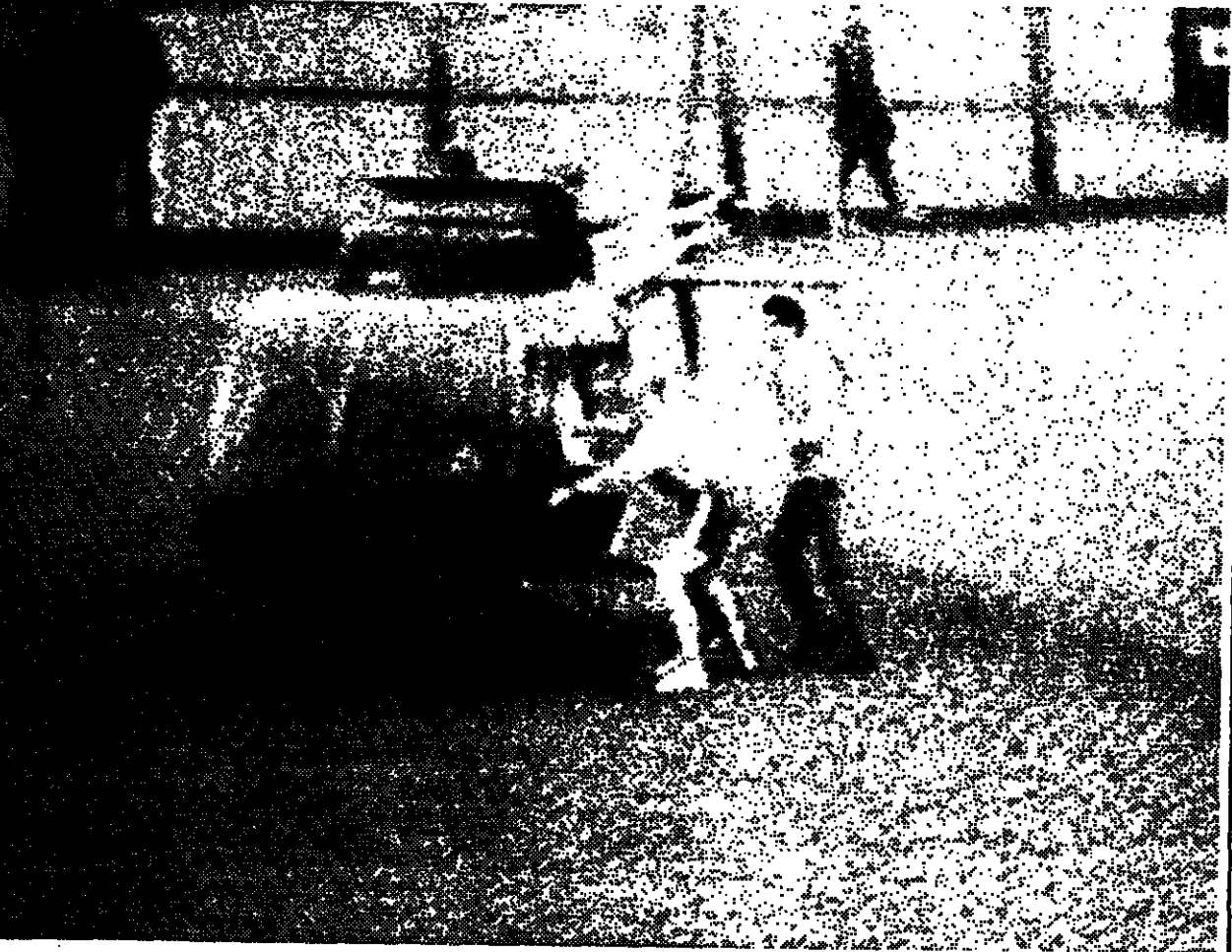
From Christopher Walker, Moscow

Mr Mikhail Gorbachev has cautioned the heads of the main Soviet media organizations that his reform drive is now entering its most complex stage, when it will begin to affect the daily lives of millions of ordinary people.

In a review of its progress, the Kremlin leader admitted that the programme was under fire from both left and right but argued that to halt it would be wrong. "To stop now would be disastrous. We must not permit it under any circumstances," he stated.

The hard-hitting speech was delivered last week to a special meeting at the Communist Party Central Committee building, but only made public last night by Tass. It was seen in

Captured by camera: two convicts on their helicopter flight to freedom



John Kendall and John Draper, two inmates of Gartree prison, clambering aboard the helicopter that flew them to freedom on December 10. The escape was recorded by a prison security camera and shown on television yesterday. Report, page 22.

Health unions seek pay meeting with minister

Commons uproar on health

By Robin Oakley, Political Editor

There was Commons uproar yesterday as furious exchanges on the health service between Mr Neil Kinnock and Mrs Thatcher resumed at the first Prime Minister's Question Time since the Christmas recess.

With the Government forced on the defensive, Mrs Thatcher had to concede to a Labour backbencher that Britain was the only country in Europe where infant mortality had risen in 1986, the last year for which statistics were available. She admitted she could offer no explanation, though she said that it could be a statistical error.

Mrs Thatcher had her usual battery of statistics ready to counter the Labour assault, but it was the infant mortality figure cited by Mrs Alice Mahon (Halifax) which proved the focus of attention.

Mrs Thatcher replied that Mrs Mahon was correct, for children in their first year. "We do not know the reason for that particular figure, it may well be that it is within statistical error," she said. She added: "There has been an enormous increase in the

Health service unions last night called for an urgent meeting with Mr John Moore, the Secretary of State for Social Services, over the current dispute concerning nurses' special duty payments.

Staff representatives gave a warning that unless Mr Moore guaranteed these payments would not be reduced, industrial action which started last week with the unprecedented shift strike by nurses in Manchester would be stepped up.

However, the Government averted further industrial action by doctors and staff yesterday by agreeing to talks on meal allowances.

Yesterday, the management side of the Nurses and Midwives Whitley Council withdrew its threat to recommend a flat-rate special duty payment of £1.20 for all nursing staff, which could have meant losses of £40 a week for senior nurses.

However, at a meeting with the staff side, it indicated that it might still recommend reductions in the percentages of those payments in its evidence to the pay review body.

It would then be up to the review body to consider the level of special duty payments as part of its work on the whole issue of nurses' pay, including the package of clinical grading structures.

Mr Mackenzie said that management was changing its tactics. "The management side will now probably go for a percentage reduction in special duty payments. This is just as unacceptable as the flat-rate proposal."

He said if Mr Moore failed to pledge that the payments would not be tampered with, the union would recommend industrial action to its members. "This could include a work-to-rule or strike action."

However, Mr Antony Newton, the Health Minister, indicated that the Government was still anxious to increase the basic pay of some nurses at the expense of special duty allowances, although he pledged that payments would be protected for existing staff.

Meanwhile, the Government moved to avert further industrial action over the dispute in the blood transfusion service by agreeing to further talks with the unions over meal allowances.

The management side of the General Whitley Council insisted that industrial action, which started with a work-to-rule in Leeds this week, should stop, pending the talks. The staff side has agreed.

By Jill Sherman, Social Services Correspondent

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Beds escape ban on killer foam

By David Sapsted

Beds are to be excluded from the ban imposed by the Government on Monday on the two deadly types of polyurethane foam currently used in furniture, the Department of Trade and Industry confirmed yesterday.

The omission was immediately attacked by the Fire Protection Association, which urged that the use of the foam - which burns easily, giving off toxic fumes - should be banned in beds from next February together with upholstered furniture.

Furniture manufacturers also warned yesterday that many other items filled with foam, from carpets to cushions, could escape the ban and called on the Government to prohibit its use throughout the home.

A spokesman for the Fire Protection Association, which is sponsored by the country's insurance industry, said: "Cer-

tainly, there is a large amount of the foam used in beds and they will continue to present a danger. As a matter of principle, we believe there should be as little polyurethane foam as possible in the home."

Home Office figures for 1985, the most recent year covered by comprehensive statistics, show that 4,844 household fires started in beds in England and Wales causing 129 deaths and more than 1,000 injuries.

A spokesman for the Department of Trade and Industry said yesterday that the foam ban would be restricted to upholstered furniture because it was the area covered by a proposed code of practice published last year.

Mr Bob Graham, assistant Chief Fire Officer in Greater Manchester and an adviser to the Home Office on the foam

Renewed fall on Wall St

By David Smith, Economics Correspondent

Shares prices on Wall Street fell sharply yesterday, bringing new falls on the London stock market. Traders said that a poor set of US trade figures on Friday could prompt a wave of selling.

The Dow Jones industrial average, which on Monday recovered 33 points of its 140-point Friday plunge, headed sharply lower.

In mid-afternoon trading, the Dow was 50.90 points down at 1,894.23. Worries over Friday's trade figures were cited as the main reason for the decline.

In London, an attempted rally in share prices faded. The FT-SE 100 share index closed 21 points down at 1,739.2.

The currency markets were quiet and the pound closed unchanged at \$1.8215.

Wall St plunges, page 23

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The main changes

The main changes include:

- Business development. A new initiative backed by £50 million next year will cover at least half of the costs of companies bringing in private sector consultants to boost their management skills.

- Regional policy and inner cities. Regional development grants are to be scrapped. Regional selective assistance will remain unchanged. Small firms in development areas will be eligible for new investment and innovation grants.

- Competition policy. Changes will be made in the Restrictive Trade Practices Act to prohibit anti-competitive agreements.

- Mergers. New legislation is planned. There will be a voluntary procedure for advance notice of mergers. The Director-General of Fair Trading will get powers to secure legally binding undertakings to remove potential threats to competition.

- Innovation and the use of technology. Single company support for innovation will end. Cash support will be shifted towards collaborative research, particularly between industry and higher education. Two new R & D programmes are being set up: £8 million over three years on superconductivity and £29 million over three years on information technology.

Final draw

England have been grouped with the Soviet Union, the Netherlands and the Republic of Ireland in the European football championship finals in June. Page 46

Watford job

Steve Harrison, the coach of Aston Villa, has been appointed manager of Watford in succession to Dave Bassett. Pages 45, 46

Portfolio Gold

● There is £8,000 to be won today in *The Times* Portfolio Gold competition, double the usual amount as there was no winner yesterday. ● Portfolio list, page 27.

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NEWS ROUNDUP

Accident victims may lose benefits

The Government is considering recouping social security payments totalling an estimated £150 million a year made to accident victims who are later awarded damages.

The Department of Health and Social Security has commissioned Touche Ross, the management consultants, to find out exactly how much could be saved if all benefits paid were recoverable from the award of damages, and what the administrative implications would be for the department and insurance companies.

At present, damages are reduced by up to 100 per cent of the value of the benefits that have already been paid. Thus, for example, a victim who received £5,000 in benefits after an accident may receive only £45,000 instead of £50,000 in the courts.

Mr Nicholas Scott, the Minister for Social Security and the Disabled, said he expected the Touche Ross report to be completed by April.

Judge changes mind

A judge who last week stopped *The Scotsman* publishing extracts from the memoirs of Mr Anthony Cavendish, the former M16 officer, has had second thoughts.

Lord Coulsfield said yesterday that he now felt the interdict he had granted constituted an "undue interference with discussion of matters of public interest". In a written judgement delivered at the Court of Session in Edinburgh, he said it should be recalled.

The decision on whether to lift the interdict will be taken after a hearing at the Court of Session on January 26.

Watch on Broadcast landlords approval

The Government is prepared to consider amending its new Housing Bill to allow the regulation of landlords at the same time as separate wave lengths, Mr Douglas Haig, Minister of State for the Environment, said yesterday.

He told the standing committee examining the Bill that he was open to suggestions on ways of monitoring landlords to avoid a return of Rakhmanism.

He suggested that there could be a form of self-regulation supervised by a joint body of financiers, councils and interested parties which could refuse loans.

New man on board

Sir Robert Armstrong, the former Cabinet Secretary, made a life peer in the New Year Honours list, has been appointed to the board of the Royal Opera House, Covent Garden, amid speculation he may become the next chairman of the Arts Council.

Sir Robert, aged 60, has served as secretary to the board for 20 years.

He is also deputy chairman of the subsidiary opera board and a member of the development board at the opera house.

Prescott set to stand

Labour MPs are expecting Mr John Prescott to declare himself next week as a candidate for the deputy leadership of the party, although Mr Neil Kinnock has made plain he would regard an eight-month election contest as a costly diversion as the party embarks on its policy review.

Mr Prescott, the shadow energy secretary, will not decide whether to challenge Mr Roy Hattersley until he has consulted his Hull East constituency party next Tuesday.

Most MPs and members of the shadow cabinet expect Mr Prescott to announce that he will stand for the election which will take place at the annual conference in the autumn. They believe that expectations surrounding him are such that it would be difficult for him to pull out.

Short in a strong position

By Harry Golombek

British champion Nigel Short maintained his lead in the thirteenth round of the Foreign and Colonial Hastings Grandmaster Chess Tournament yesterday with a draw against the United States champion Joel Benjamin in 17 moves.

Short now has 8½ points with one game to play. The only two who can catch him in tomorrow's final round are the former British champion Jonathan Speelman and Bent Larsen of Denmark, who were still playing each other. Speelman has 7½ points and could draw level with Short by winning this game. Larsen, who has 6½, must win to have any chance.

The other games were John Nunn (GB) against Lev Psakhis (USSR) and Nigel Davies (GB) against Murray Chandler (GB).

'Fail safe' smear test guidelines

By Thomson Prentice

The Government has told health authorities how to introduce "fail safe" controls to help prevent women developing cervical cancer after they have had smear tests.

Revised guidelines issued yesterday are intended to ensure that all abnormal results are followed up by doctors.

There should be adequate facilities for the prompt investigation, treatment and follow-up of all such cases according to Mrs Edwina Currie, Under Secretary of State for Health.

The guidance is part of the move towards a computerised system, due to be introduced by all district health authorities by March 31.

Women aged between 20 and 64 will be offered screening within the first five years of the system and be recalled at least every five years.

Satellite groups confident of large audiences

By Richard Evans
Media Editor

Dr Michael Tracey, the broadcasting scientist who says direct satellite television could turn out to be an expensive failure, called yesterday for a European-wide investigation to discover if the public really wants the large numbers of promised new channels.

But his doubts were rebutted yesterday by both British Satellite Broadcasting (BSB), the £625 million UK-based venture, which is due to start beaming programmes to some of Britain's 21 million homes by Christmas 1989, and Astra, the 16-channel television satellite project based in Luxem-

bourg, which gets under way later this year.

BSB hopes to sell reception equipment costing £200, including a receiving dish the size of a dinner plate to 400,000 homes in Britain within a year of starting up. 4.2 million by the end of 1993 and 10 million by the end of its 15-year franchise in 2004.

Its estimates follow work carried out by the National Economic Research Association, a survey conducted by NOP into probable audience penetration, and the big increase in video recorder sales and rentals over the past decade which, BSB says, proves that the British public

wants more television and more choice.

Mr Anthony Simmonds-Gooding, chief executive of BSB, said last night: "We believe BSB is the best researched project and this is one reason why the Independent Broadcasting Authority awarded BSB its franchise. There is very strong advertising support for BSB and very strong consumer hunger for more choice. That is borne out by our research."

With the planned news and live events channel containing mainly UK produced material and public support for the subscription film channel, he denied BSB would be relying largely on imported material.

It is also aiming its product at Britain and not throughout Europe.

Dr Tracey, the head of the independent Broadcasting Research Unit, believes the "hype" and optimism surrounding satellite broadcasting is based on inadequate or insufficient data.

He says existing market research, predicting that more than 45 million homes in Europe will be receiving satellite-led programmes by the end of the decade, is faulty.

With cable television having had limited success in Britain - in spite of claims a decade ago that it would lead to a "new age" in broadcasting - he considers satellite

television could suffer a similar fate.

Dr Tracey says audiences are unlikely to be tempted away from traditional ground-based channels.

He also questions the idea of programmes appealing to a pan-European audience, because of differences in tastes and language, thereby undermining hopes of tapping a potentially large European-wide advertising market.

Mr Carlo Rock, spokesman for Astra, said yesterday: "There is certainly demand for more television choice and the boom in video recorders is perfect proof of that."

However, the evidence and research he used to back up his

forecasts are precisely those being challenged by Dr Tracey.

The optimism of satellite enterprises are, he argues, in contrast to recent experience with Sky Channel, which had absorbed £27.5 million since its launch in 1982, "without returning a penny profit." Similarly, SuperChannel's shareholders were committed to investment of £36 million without signs of success.

Dr Tracey said: "The lure of the skies is too great for major media combatants to resist even if the enterprise itself represents a substantial triumph of hope over experience."

Shortage of doctors 'is killing thousands'

By Jill Sherman, Social Services Correspondent

Thousands of people die unnecessarily from heart disease every year in Britain because of a shortage of cardiologists, according to a report published yesterday.

The report from the British Cardiac Society says that of the 75,000 lives claimed by heart disease before the age of 70 each year, a significant number could be saved by more heart specialists with modern equipment.

The society argues that twice as many cardiologists are needed to provide minimum standards for cardiology services. At present there are about 150.

The Department of Health and Social Security has recommended authorities to employ more consultants but many cannot afford to. A shortage of funded posts has meant that many doctors trained in cardiology have moved abroad, the society says.

In 55 districts there are no cardiologists and the report claims that 10 million people have no access to proper services. The worst served districts are in Wales, Merseyside and the Northern region, according to a survey by the society.

Launching the report in London yesterday, Dr Douglas Chamberlain, a consultant cardiologist, said that services in Britain lagged far behind those in either Europe or the United States.

The report, based on two years' research, recommends that each district should have at least one cardiologist. For a full service, two are needed per 250,000 people, it says.

Many patients urgently needing pacemakers, which could prolong life by 10 years were not receiving necessary treatment. It is now widely accepted that 300 pacemakers are needed per million population, yet health authorities on average provide 120 per million, with some districts providing only 30 per million.

Dr Edgar Sowton, the society's president, who is also director of cardiology at Guy's Hospital, London, said that the shortage meant that many patients were unnecessarily housebound. Some patients with pacemakers had to travel 100 miles for treatment.

Cardiology in the District Hospital, (British Cardiac Society, 7 St Andrew's Place, London NW1 4LB; £1).

Children awaiting heart surgery at Birmingham Children's Hospital might have intensive care in private hospitals, under plans announced by health officials yesterday (Craig Seton writes).

Six areas of urgent action have been identified to end delays and postponement of cardiac surgery at the hospital, where 82 children and babies are awaiting heart operations.

The plan was agreed after talks between the Department of Health and Social Security, West Midlands Regional Health Authority and the

Central Birmingham Health Authority who met to discuss the shortage of specially trained nurses which has cut the number of beds at the hospital where sick children undergo post-operative intensive care.

The crisis has been highlighted by the plight of children, some of whose parents have taken court action to try to force the hospital to carry out immediate heart surgery.

The regional health authority said yesterday that it was examining how to provide more intensive care beds in the hospital, in other health regions or in private hospitals. It also announced a £120,000 training course for specialist nurses.

The six-point plan for the hospital will examine whether the policy for admitting children for cardiac surgery should be reviewed; whether there is a speedier alternative to rebuilding plans and whether there should be a national review of policies on recruitment, training and retention of specialist children's nurses.

Matthew Collier, aged four, who has waited since September for a hole in the heart operation, is due to undergo surgery at the hospital today.

On Monday, Mr John Hughes, the Labour MP for Coventry North East, was suspended from the Commons for five days after causing disruption in protest at the similar plight of March Mulhall, aged eight months, from Coventry.

Mr John Moore, the Secretary of State for Social Services, announced yesterday that the National Health Service treated a record number of patients last year.

Launching the 1986-87 annual report of the health service, Mr Moore said that in 1986, six million people were treated as in-patients and nearly 38 million attended out-patient clinics.

The report shows that spending on the NHS rose from £15 billion to £16 billion in England and Wales last year, equivalent to £43 million a day or just over £1,200 a year for a family of four.

The Health Service in England: Annual Report 1986-87 (Stationery Office; £7.50).

The liver transplant programme at one of Britain's foremost hospitals could stop this month if the Government fails to provide more money, health managers said yesterday.

The programme at Addenbrooke's Hospital in Cambridge, has run out of cash because doctors have performed many more operations than last year. Health managers say that to continue, the district will have to divert money from services to local residents.

Next Monday, Cambridge Health Authority will vote on an immediate suspension of the service if money is not forthcoming.

Senator brings speech gift



Senator Joe Biden, the man who abandoned the US presidential race after borrowing sections of Mr Neil Kinnock's speeches, arriving at the House of Commons yesterday. Mr Biden presented the Labour Party leader with a bound copy of his own speeches and said to reporters: "I told him he was welcome to use them." He denied "stealing" Mr Kinnock's speeches, saying he had attributed

the quotations on all but one occasion. He gave up the White House race in September last year after admitting plagiarism in his first year at law school and after revelations that he had borrowed quotes from other politicians, including Mr Kinnock. He had a 90-minute meeting with Mr Kinnock at Westminster to discuss the implications of the Intermediate Nuclear Force (INF) treaty.

Overtime ban move

Scargill faces Welsh defeat

By Tim Jones

Moves by Mr Arthur Scargill to impose a tougher overtime ban in protest against British Coal's disciplinary code are expected to be rejected this week by South Wales miners.

With their coalfield set to record losses of about £45 million in March, the area leadership of the National Union of Mineworkers has organized its own pithead ballot on the ban.

The ballot, on Friday, comes amid growing fears that the campaign for the presidency of the NUM is being hijacked by hard-left activists and members of the Militant Tendency.

One reason for the ballot is to fend off criticism by national officials that Mr Des Dutton and Mr George Rees, respectively president and general secretary of the South

Wales, area are "out of touch with the rank and file".

The other reason is that Mr Dutton, Mr Rees and their executive committee disagree fundamentally with Mr Scargill over the issue of six-day working. In the face of fierce opposition from Mr Scargill, the South Wales leadership has said it is willing at least to discuss the principle of six-day production.

Unless six-day production is conceded, British Coal has said that the proposed £90 million super pit at Marmann, in South Wales, will not be opened.

Since it began, 17 weeks ago, the limited overtime ban has cost British Coal more than £40 million in lost production and cost the miners £20 million in lost wages. Yesterday, with Mr Scargill

visiting the South Wales coalfield to address a meeting, which was boycotted by the area leadership, there were renewed allegations of interference by Militant Tendency supporters in the election.

After several complaints, the area executive has already decided to discipline one Militant supporter, Mr Ian Isaac. Mr Dutton claims to have evidence that activists not connected with the union have been infiltrating the coalfield to press for a victory for Mr Scargill.

British Coal is to close its last remaining engineering workshops in South Wales after 200 workers voted for redundancy. Tredomen Engineering, at Ystrad Mynach, Mid Glamorgan, last year lost £2 million and has not made a profit for five years.

Sinn Fein-SDLP discussions

Unionists condemn meeting

By John Cooney

Ulster Unionists yesterday condemned the secret talks held on Monday in Belfast between Mr John Hume, leader of the Social Democratic and Labour Party, and Mr Gerry Adams, the Sinn Fein president.

Mr James Moynihan, the Official Unionist leader, said the meeting could damage the prospect of dialogue between Constitutional Unionists and Nationalists about a political settlement.

The Rev Ian Paisley, leader of the Democratic Unionists, said the talks showed "the SDLP has more in common with Sinn Fein than with Constitutional Unionists".

During their two hours of

talks, Mr Hume and Mr Adams covered a wide range of subjects and agreed to report back to their respective party executives. The meeting was arranged by an unnamed third party.

Mr Hume, dismissing Unionist criticism as "predictable, knee-jerk reaction", said the aim of the talks were to bring IRA violence to an end. He said he made this "very clear" to Mr Adams.

Asked about the possibility of the talks leading to a cease fire, Mr Adams said no "military agenda" was on the table.

Since the Enniskillen massacre, when an IRA bomb exploded at a Remembrance Day service, Protestant and Roman Catholic church leaders have called on Ulster

politicians to start talking again to break the deadlock.

Ulster Unionists are preparing a policy alternative to the Anglo-Irish Agreement for submission shortly to the Government.

With the military wing of the IRA in the ascendancy and with police saying the IRA will escalate the violence this year, Mr Adams has taken a big personal risk in holding talks with Mr Hume.

Mr Hume, who considers it important to bring Sinn Fein into the political process, was disposed to the idea of dialogue when he read a recent interview in which Mr Adams said the IRA could not obtain "a military solution" in Northern Ireland.

Leading article, page 11

£19m lost through new TV firm levy

By Martin Fletcher
Political Reporter

Poor Home Office calculations cost the Exchequer £19 million in lost revenue from the independent television companies last year and may lead to further losses.

In a critical report on yesterday's annual accounts of the Independent Broadcasting Authority, Mr John Bourn, the new Comptroller and Auditor General, noted that ministers changed the method by which levies from the companies were assessed last year, while assuring MPs that it would not lead to any reduction in revenues.

However, the new method of assessment had been based on results achieved by the companies in the financial years 1985 and 1986, which were known to be unrepresentative, and no analysis had been carried out into likely revenue from different sets of results.

Consequently the IBA had collected just £63 million in levies last year compared with £82 million which it would have collected under the previous system. There was a "significant risk" that such a loss would be repeated.

Mr Bourn said a further Home Office review of levying arrangements might be necessary.

Independent Broadcasting Authority: Additional Payments by Programme Contractors (Stationery Office; £2.20).

Talks aim to break deadlock

By John Spicer
Employment Affairs Correspondent

Representatives of the 229 television technicians at TV-am, who have not worked since November 23 because of a manning dispute, will meet management tomorrow for "talks about talks". It will be the first formal effort by the two sides to end the deadlock.

Last night the union said it had agreed that if talks broke down at an early stage both sides would seek the help of the conciliation service, Acas.

TV-am officials are making it clear that they will demand that the technicians accept a 10-point plan aimed at ending what they see as restrictive practices and accepting flexible working rosters before they are allowed back to work. The union wants to discuss its own proposals for industrial reforms.

The dispute began with a 24-hour strike over the number of people required to take part in an outside broadcast for a Christmas charity.

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Legal Aid Bill

Lords to press for changes

By Frances Gibb and Sheila Gunn

Peers of all parties will press for changes tomorrow in the Government's £400 million-a-year legal aid scheme because of fears that it will exclude those of "small or moderate means".

They intend to back an amendment that would impose on the Government a statutory duty to ensure that the less well-off are not excluded.

The amendment, tabled by Baroness Faithfull, and supported by Lord Elwyn-Jones, the former Labour Lord Chancellor, and Lord Allen of Abbeydale, comes amid growing concern that the Legal Aid Bill will create a second class service.

It has been tabled to coincide with the start of the

Bill's committee stage in the Lords tomorrow, and has the backing of the National Consumer Council. It underlines the statutory duty imposed on the Government to promote a scheme that does not exclude the less well-off.

The consumer council, other consumer groups, legal advice bodies and the legal profession are concerned that the Bill's provisions will curtail access to legal advice.

The peers complain that the Bill is largely an enabling measure that leaves the details of the proposed Legal Aid Board to be drawn up by Lord Mackay of Clashfern, the Lord Chancellor. Their amendments will write into the Bill certain guarantees and attempt to make sure the board is independent.

Lord Elwyn-Jones said: "I believe we will have a greater degree of all-party support for our amendments."

He believed that all peers would back changes to the Bill that provided some control over the choice of members of the new board.

"We are alarmed by the Scottish precedent where the board has an accountant as chairman and an excessive number of accountants on the board. That smells of a pointer towards Treasury pressure and Treasury control."

Attempts will also be made to give access to legal aid for those appearing before social security, immigration and employment tribunals.

Belgians yet to decide on ferry charges

Belgian authorities investigating the Zeebrugge ferry tragedy expect to take at least another month before deciding whether to initiate prosecutions against either crew members or the vessel's owners.

Judge Arthur d'Hoest, who is heading the Belgian inquiry into the disaster which killed almost 200 people, has yet to complete his report on the sinking of the *Herald of Free Enterprise*. It will then be up to the West Flanders state prosecutor to decide on any charges.

The thrust of the inquiry has been centred on the possibility of charges for negligence and the unlawful carriage of hazardous chemicals.

EEC butter and meat going to Britain's poor

By Richard Ford, Political Correspondent

Surplus EEC beef and butter worth £10 million is to be made available for distribution to the needy in Britain throughout the year, in spite of criticism by charities.

Last night Age Concern, which complained about last year's giveaway with the Salvation Army and Women's Royal Voluntary Service, said it would not be involved in distributing the free food.

"Last year it was chaotic, and cost us £200,000 to administer. We cannot afford it or the damage it caused to our image."

The Government has reluctantly joined the EEC plan because it is unwilling to see Britain's share of the surpluses being given to another country.

However, Mr John MacGregor, the Minister of Agriculture, believes that instead of distributing the food surpluses, the EEC should tackle over-production.

"The Government continues to believe that such a scheme is an inappropriate way of dealing with the surpluses but does not wish to deprive UK citizens of arrangements available to consumers in the Community as a whole," he said yesterday.

Charities and non-profit-making organizations are asked to apply to the ministry if they wish to distribute the food to disadvantaged families.

Britain is expected to produce a wheat and barley surplus of seven million tonnes this year.

Railway murders trial

Carpenter had a stare 'like laser beams' court told

By Stewart Tendler, Crime Reporter

A former railway worker accused of killing three women and committing seven rapes was described at the Central Criminal Court in London yesterday as a "shrewd, sharp, calculating man" with a stare as unflinching and direct as laser beams.

In a series of killings dubbed the "Railway Murders", John Francis Duffy tried to destroy evidence of his attacks after ambushing his victims and when interviewed by police about a rape, claimed amnesia, the court was told.

Mr Duffy, aged 30, from north London, pleaded not guilty to the murders of Alison Day, aged 19, a secretary, on December 29, 1985; of Anne Lock, a London Weekend Television secretary, between May 18 and July 21, 1986, and of Maartje Tamboezer, a Surrey schoolgirl, on April 17, 1986.

In all, Mr Duffy denied a total of 14 charges, including rape on June 3, 1984; an indecent sexual act on the same day; rape on February 24, 1985; rape on July 14, 1985; rape on August 28, 1985; assault occasioning actual bodily harm on August 28, 1985; wounding on August 29, 1985; assault occasioning actual bodily harm on August 29, 1985; and sexual intercourse with a girl aged 15 on August 29, 1985.

29, 1985; rape on November 20, 1985; rape on April 17, 1986 and rape on October 21, 1986.

At the start of the trial yesterday, Mr Justice Farnham agreed that Mr Duffy could be identified, although in rape trials, neither defendants nor victims are normally identified. The judge said the fact that Mr Duffy faced murder charges threw a different light on the issue.

Mr Anthony Hooper, QC, for the prosecution, said the killings had become known as the "Railway Murders" because all were connected with railway lines around London. However, that was only one of a number of similarities.

The Crown would try to prove a direct link between Mr Duffy and the murder of Maartje Tamboezer. "With that evidence and the similarities to be found in the other two murders, together with other evidence, the prosecution says Duffy is guilty of all three."

Mr Hooper said Alison Day travelled to Hackney Wick on December 29, 1985, a station on the north London line. West Hampstead was an important station in the case. Either on the train or just as

she left it, she was accosted by someone. She was supposed to meet her boyfriend, a man near Hackney Wick but did not arrive.

Intensive searches were made for her but nothing was found until January 15, 1986. A search of the River Lee, which runs through Hackney Wick, uncovered her body.

Mr Hooper said she had been battered about the head and strangled "in the most extraordinary manner" with a tourniquet looped around her neck. Her wrists had been tied together with her shirt.

There had been sexual interference but rape was difficult to prove because the body had been submerged in water.

On April 17, 1986, Maartje Tamboezer, aged 15, was cycling next to the railway line between Eppingham and Horsley in Surrey, when she saw a length of nylon strung across the track, Mr Hooper said.

She dismounted and was forced to walk into a field and then into a nearby wood.

Mr Hooper said she was raped and knocked unconscious. She was found with severe head injuries and her thumbs and wrists were tied behind her back with "unusual" string.

The attacker tried to strangle her using her leather belt, but it had broken, so he used her scarf.

Anne Lock, aged 30, a secretary for London Weekend Television, had been working at LWT studios on London's South Bank on a Sunday in May 1986 and was returning to her home in Brookmans Park, near Potters Bar in Hertfordshire, where she had left her bicycle. "Either on the train or as she got off it, she met the man who was to kill her," Mr Hooper said.

"Once again, her fingers were tied. Again, her body was set fire to." It seemed likely that she had been sexually interfered with.

Mr Hooper said Mr Duffy once worked as a carpenter on the railways. He was a "shrewd, sharp, calculating man" who planned and knew what he was doing.

"He has a stare - he drills with his eyes like two laser beams. He is someone who looks at you very hard and directly," Mr Hooper said. "He says, 'I have lost my memory - I cannot remember - I am suffering from amnesia.' But he first suffered from it on the very day he had been interviewed in connection with these inquiries."

Mr Hooper said a forensic scientist linked fibres found on Miss Day's clothes with clothing used by the defendant. A footprint near Miss Tamboezer's body was the same size as Mr Duffy's. A special type of yarn used by the killer was matched to yarn found at the defendant's parents' home.

The rapist used Swan Vests matches to set fire to tissues he gave to his victims to clean themselves. In the defendant's home, police found a box of Swan Vests with a piece of tissue inside. The case continues today.

Armour ready for the Armada



Father Philip Gray yesterday with armour donated by villagers to defend East Angles against the threat of invasion by the Spanish Armada in 1588. Four suits of armour, three helmets, a longbow and three powder flasks which

comprise the Mendlesham Parish Armoury have for the first time been loaned by the Church of St Mary the Virgin, in Mendlesham, Suffolk, of which Father Gray is vicar. They will feature in the Armada Exhibition at the

National Maritime Museum in Greenwich, south-east London from April 20 to celebrate the 400th anniversary of the defeat of the Armada. The collection is the most complete surviving 16th century armoury. (Photographic Ros Drinkwater.)

'Elderly victims strangled'

Man accused of seven murders

By Michael Horsnell

A man alleged to have murdered seven elderly people in south London last year was "a killer who liked killing", sometimes after toying with his victims, the Central Criminal Court was told yesterday.

Kenneth Erskine, aged 24, was charged with killing four men and three women between April and July. The oldest was a man of 94 and the youngest a woman of 67.

He allegedly strangled them with his right hand while holding his left hand over their mouths and then left his victims neatly tucked up in bed.

Police later discovered that five of them had been sexually assaulted but they could not say whether that had taken place before or after their deaths.

Mr James Crespi, QC, for the prosecution, told the jury that the murderer had covered or reversed photographs of his victims when he entered their rooms and, after killing them, left them in bed, the sheets pulled up to their chests.

One man, Mr Frederick Prentice, aged 74, escaped after Mr Erskine allegedly

tried to strangle him at his home in Clapham, south-west London. He said that the only word his assailant had spoken during the attack was "kill".

Later, Mr Prentice picked out Mr Erskine, unemployed, of Shepherd's Bush, west London, at a police identity parade.

Mr Crespi said: "We submit these cases are all open to this interpretation: that in each case the killing was wanton. It wasn't done for the kind of reason which might induce a burglar in ordinary circumstances to kill. When you put all the circumstances in this case together there is not only a pattern but a striking one."

"In our submission the intent of the burglar was to kill and may be also to gratify his sexual inclinations."

Referring to the attempt to murder Mr Prentice, Mr Crespi said: "This was a killer who liked killing. You might like to consider that pressure was applied to Mr Prentice's neck, then taken off and then started again. It was really playing with him."

Money and other items were taken from some of the homes of the victims.

Mr Erskine, who smiled

frequently as he listened to Mr Crespi's opening address, pleaded not guilty to seven charges of murder and one of attempted murder.

The seven victims were Miss Eileen Emma, aged 78, of Putney, south-west London, who died between April 7 and 10 last year; Mrs Janet Cockett, aged 67, of Stockwell, south-west London, who died between June 7 and June 10; Mr Valentine Gleime, aged 84, and Mr Zbigniew Stabrawa, aged 94, who both lived in Stockwell and both died on June 28; Mr William Carmen, aged 84, of Islington, who died between July 6 to 9; Mr William Downes, aged 74, of Stockwell, who died between July 19 and July 22; and Mrs Florence Tisdall, aged 80, of Fulham, who died on July 23.

Mr Crespi invited the jury to consider that all were killed by the same man, an intruder, and that the discovery of footprints at the scenes of two of the murders and a palm print at one of them had led to the arrest of Mr Erskine at a social security office last July.

It was not immediately apparent that the first victim, Miss Emma, a retired school mistress who was slightly se-

nile and was found dead in bed, had been murdered. That was only realized after it was discovered that her television had been stolen and that a police doctor found she had been strangled.

Two of the victims, Mr Gleim and Mr Stabrawa, were neighbours at an old people's home in Stockwell.

Mrs Cockett was found with two fractured ribs, allegedly after Erskine had knelt on her. Mr Carmen, who had cancer, was found with a fractured neck. A sum of £500 that he kept in his maisonette was missing.

When police arrested Mr Erskine at a social security office on July 28, he tried to conceal from them an account he held with the Abbey National Building Society and into which he had paid £350 after the murder of Mr Carmen.

The last of Mr Erskine's alleged victims, Mrs Tisdall, was severely disabled and relied on a walking frame. A caretaker who went to see her on July 23 realized that something was amiss when he saw spotted on the frame in the lounge. Mrs Tisdall was dead in bed, her neck fractured. The trial continues today.

Crime prevention

Firms fund reward scheme

Businessmen are planning a nationwide reward scheme to try to combat serious crime. A network of "Crimestoppers" would be funded by companies in a local area, which would pay for anonymous information.

The proposals were unveiled yesterday at the launch of the first major scheme, in London. They have the backing of Mr Douglas Hurd, the Home Secretary, and Mr Peter Imbert, the Commissioner of the Metropolitan Police.

The Crimestoppers system, first used in the United States in 1976, involves the selection of a target crime each week which is given wide publicity. The public is told that a reward is available - between £50 and £500 in the London scheme - for information leading to an arrest and charge for the incident or similar crimes.

The informant stays anonymous and is given a code to identify himself if he wants to claim the reward, which is paid by a board of businessmen.

Mr Hurd said the Crimestoppers scheme was the initiative of "active citizens, and I think it is all the better for



Mr Peter Imbert yesterday: "Society has had enough."

that". In London it was aimed at violent crime which, the Home Secretary said, "did the most harm to the suffering and blight it spreads across the community".

The proposals for a national system were announced by Mr Michael Ashcroft, chairman of the Hawley Group and of the Community Action Trust, a charity formed by leading companies to fund Crimestoppers and other crime prevention schemes.

Mr Ashcroft said the trust was the response of the public and business to increasing

violence against the person. More than £500,000 has been raised from companies, including Blue Arrow, Trustee Savings Bank, Barclays Bank, Royal Bank, and Britannia Securities. Once the London scheme was operating successfully, Mr Ashcroft said, Crimestoppers would be gradually expanded.

"Crimestoppers opens a new channel of communication for information which might not otherwise be forthcoming," he added.

Discussions for Crimestoppers outside London have expressed interest, and the Association of Chief Police Officers is monitoring the scheme in London.

The first incident highlighted by Scotland Yard under Crimestoppers is an attack in Fulham, west London, in which a young man armed with a gun tried to abduct a girl from a telephone box. London television stations yesterday broadcast a brief reconstruction of the attack using the girl's voice. Radio stations and evening newspapers also carried details.

Mr Ashcroft said the trust was the response of the public and business to increasing

£23,600 to terrorized family

A family terrorized and driven from their home by the behaviour of Hell's Angels next door won £23,632 damages in the High Court yesterday.

Mr Justice Drake ruled that the activities of the Hell's Angels made the home of the McSorley family in Maidenhead Road, Windsor, Berkshire, "uninhabitable".

The judge said Mr Ron McSorley, a merchant seaman, his wife Pat and their three sons were eventually driven out of their semi-detached house because of the intolerable nuisance caused by the Hell's Angels.

Motorcyclists visiting the clubhouse were said to have indulged in disgusting and anti-social behaviour, including exposing themselves, urinating in the garden, shouting, swearing, throwing axes and holding loud parties until the early hours.

The damages, plus interest and costs were awarded against two members of the Windsor chapter of the Hell's Angels who bought the house next door to the McSorleys' home for £65,000 and turned it into a clubhouse.

Graham Geard and Alan Kraft, later convicted of obtaining a mortgage on the house by deception, denied turning the property into a clubhouse or causing excessive noise and nuisance.

But the judge ruled that the house was turned into a clubhouse and that Mrs McSorley in particular suffered "extreme distress".

He said: "At one stage, while her husband was at sea, two of Mrs McSorley's sons were sent to stay with a relative and she and the other boy barricaded themselves in their own home."

It must now seem like a "very vivid nightmare", with a series of terrifying events remaining on her memory.

After the judgement, Mrs McSorley said: "It will not be easy returning to the house, but we are going to do it and see how it works out."

The clubhouse has been sold.

Raped girl 'asked for trouble'

A rape victim aged 12 was told by a High Court judge yesterday that she would have been described as asking for trouble in willingly going to her attacker's flat.

Mr Justice Owen, sitting in Lincoln, said the girl, a virgin until she was raped in October, was foolish but he told her attacker that he viewed the case as at the "lower end of rape".

Ian Kenworthy, aged 19, of Kirkstead, Caravan Site, Mablethorpe, Lincolnshire, was sent to youth custody for three years after pleading guilty to rape. He also admitted unlawful sexual intercourse with a girl aged 14 and asked for an offence of indecently assaulting a girl aged 15 to be considered.

Killer freed

Andrew Johnson, aged 19, of Dudley, West Midlands, was released on two years' probation yesterday after he admitted killing his daughter, aged six weeks, in a fit of temper. Stafford Crown Court ruled he had been under "intolerable pressure", caring for his daughter and his wife who had undergone a hysterectomy. The baby had been placed on a risk register nine days before her death.

Drug charges

Dr William Roger Phillips, a former police surgeon, was charged at Bristol Magistrates' Court yesterday on four counts of supplying controlled drugs. Dr Phillips, aged 44, of Cranbrook Road, Bristol, was remanded on bail until February 9.

Student move

More than 100 Conservative MPs signed a Commons motion yesterday urging the Government to abolish the "closed shop" under which young people may not attend universities or polytechnics without joining the National Union of Students.

Trial delay

The start of the trial in Leeds of Paul Guest, aged 41, of Wigginton, York, accused of murdering a police sergeant, was delayed yesterday by the first of three days of legal submissions.

Therapist roll

The British Psychological Society is setting up a register of chartered psychologists, allowing members of the public to check therapists' credentials.

Tokyo arrest

Tokyo (AFP) - A father of four killed a burglar he thought was trying to steal his daughter's underwear. Police said Mr Masashi Nakayama, aged 34, was arrested after beating to death Masaharu Midogiri, aged 51, with a baseball bat.

Baby ounce below 'survival level'

By Kerry Gill

A doctor said yesterday that a newborn baby, who was allowed to die was just less an ounce under the "acceptable survival" level set under a hospital's life or death policy for premature babies. Lynsey Keith, weighed only 675 grammes and a doctor took two minutes to decide that no attempt should be made to save her.

Dr Farha Abokryhit told a fatal incident inquiry in Glasgow that the city's Royal Maternity Hospital had a policy not to give "active resuscitation" to babies weighing 700 grammes or less.

The baby, whose parents live in Kilmuir Road, Arden, Glasgow, was born 14 weeks prematurely last March weighing 1lb 8oz.

Dr Abokryhit told the inquiry at Glasgow Sheriff Court that the hospital's policy was based on guidelines laid down verbally by consultants for "certain conditions", based on gestation, weight and overall appearance.

Child died three years after wrong injection

By Craig Seton

A girl of 10 died three years after going into a coma caused when a hospital gave her the wrong injection, an inquest at Sandwell, West Midlands, was told yesterday.

Helima Ali should have received antibiotics diluted with sterile water, but Miss Angela Porter, a student nurse at Sandwell Hospital, wrongly used potassium chloride instead of sterile water.

When the drug was administered by a doctor, Helima, from Sandwell, went into a coma. She died from pneumonia three years later, in

September 1986. Miss Porter said she had not been distracted when the mistake was made.

Mrs Enid Showell, director of nursing services for Sandwell, said potassium chloride looked exactly the same as the sterile water. Distinguishing black caps had now been fitted to the ampoules of potassium chloride and other procedures had been tightened.

A verdict of accidental death was returned. Helima's parents are now suing the health authority.

Politeness 'a thing of the past'

By Ruth Gladhill

Adults believe politeness is a thing of the past, a magazine survey stated yesterday.

Most are sure their manners as children were better than the manners of children today. Teachers should set a better example, they say, and nearly half believe parents used to take more care.

Most readers replying to a questionnaire in *Options* said children should not interrupt adults' conversations and should ask before leaving the table during a meal.

Eight out of 10 adults admitted to feeling annoyed if a child occupied a bus or train seat when adults were standing and nearly everyone said children should be encouraged to write thank you letters. Britain's GPs have defended their receptionists, who were branded as being trapped in a "cycle of rudeness" by members of the Polite Society, which is trying to improve the country's manners (John Spicer writes).

In a survey by the society, receptionists received most complaints about they way they dealt with people.

The GPs say the society has simply resurrected the myth of the "dragon in the surgery". Professor Michael Drury, president of the Royal College of General Practitioners, said: "The great majority of receptionists are an extremely helpful and caring group of people."

"Anyone who doubts that, need only visit the reception office in a GP's surgery around Christmas time to find it full of cards, letters and presents from grateful patients."

Last night, the Rev Ian Gregory, founder of the Polite Society, politely sympathized with the GPs' views. He said: "Since our criticisms were published, I've had dozens of letters from people defending their own GPs' receptionists."

Gallery takes silver race cup back to its roots

The star turn at Sotheby's in Chester yesterday, a silver racing cup by Thomas Watson, of Newcastle upon Tyne, may well prove a bargain for the new owner.

It was not described fully in the catalogue and the Laing Art Gallery in Newcastle paid £3,960 for it (estimate £2,000 to £3,000).

Dr Catherine Ross, of the art gallery, said: "We were very pleased to discover it because Sotheby's didn't actually catalogue it as such. The Chester museum spotted it in the catalogue and got in touch with us as they have a similar one, and we did all the rest of the research."

The cup was presented to the Duke of Leeds, whose horse Mercurio won the Newcastle races in 1824. It was decorated with palm and acanthus leaves, with a heraldic crest.

SALEROOM

By Sarah Jane Checkland
Art Market Correspondent

dic banner-waving horse on its lid. A Liverpool man sent it for sale.

The silver sale attracted a fair number of buyers from the London trade, presumably stocking up for the season, as well as some gratifying prices.

Jack Koopman spent £4,070 (estimate £1,000 to £1,500) on a Victorian hunting horn, which was originally presented to the Master of the Shrewsbury Hounds in 1878. Top price was £7,920 for a Victorian centrepiece by Benjamin Smith. Estimated at between £4,000 and £6,000, it was bought by Watergate Antiques, of Chester.

The sale yielded £129,519, with 5 per cent unsold.

Meanwhile, the art market awaits the outcome of the Linda and Gerald Guterman sale in New York tomorrow of 47 seventeenth-century Dutch paintings, including works by Avercamp, Cuyt, Hals, Hobbema and Ruysdael.

The quality of the works is considered fine, but "not marvellous", according to one member of the trade.

The glamour of Hollywood and the simplicity of St Ives ceramics will combine in a sale at Christie's later this month when items from the

estate of the actress Elsa Lanchester, widow of Charles Laughton, come up for auction (Lynda Murdin writes).

Paintings which belonged to the stage and film actress, who died in Los Angeles a year ago, are to feature in another sale in March.

They have all been sent by the Motion Picture and Television Fund to which Miss Lanchester, famed for her starring role in *The Bride of Frankenstein* and still busy on screen some 40 years later, bequeathed nearly half her \$1,100,000 estate.

The actress and her husband often visited the poverty found by Bernard Leach to buy stoneware jugs, dishes and bowls for their collection before they emigrated in 1939.

Thirteen of some 30 pieces

in the sale on January 27 are by Leach who died in 1979; others are by his followers, Shoji Hamada and Katharine Pleydell Bouverie. Their estimates range from £30 to £1,500.

The 12 paintings which will feature in a sale of Modern and Traditional British Pictures, are mostly by John Armstrong, who was also a designer of film and stage sets.

The paintings and ceramics are expected to fetch a total of about £50,000.

The National Portrait Gallery last night said it had bought a bargain - a 1944 portrait of Moira Shearer at the beginning of her dancing career, for just £260 at Christie's. The auction house said the price for the head and shoulders in oils by Robin Guthrie was within its estimate.

Holiday home 'gamble' is under attack

Houseboats, flats and chalets as well as traditional holiday cottages are being inspected by the English Tourist Board for its new holiday homes approval scheme.

Mr John East, chief executive of the board, said: "Selecting a holiday home can be something of a lottery. The reputation for very high standards is jeopardized by the small minority of owners unwilling to provide adequate standards, or who deliberately seek to mislead."

From 1989 there will be a national standard for the country's 60,000 self-catering holiday homes.

Owners who want to be included in the board's *Where to Stay* guide next year have to apply for approval by May.

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PARLIAMENT

Regional development grants abandoned

Government funding for regional assistance should continue at its present level at least, MPs urged after Mr Kenneth Clarke, Minister for Trade and Industry, had announced that unselective regional development grants (RDGs) were being abandoned.

He said that aid would be concentrated in future on regional selective assistance.

Mr Clarke said that a Bill to end the RDGs was being introduced and no applications for grant under that scheme would be accepted after March 31. In a statement on the White Paper, *DTI - The Department for Enterprise*, he said that there had been a major review of the main activities and organization of the DTI.

They would start by helping young people to learn about business and enterprise and aimed to give one person in ten each year some personal experience of business and that every young person should have at least two weeks' experience of work before leaving school.

Small and medium firms would be helped to improve their performance in marketing, design, quality and advanced manufacturing methods. There would be a fundamental review of the Restrictive Trade Practices Act.

The policies in the White Paper represented a consistent and co-ordinated strategy for enterprise.

Mr Tony Blair, an Opposition spokesman on trade and industry, said that the statement represented a culmination of a process, stripped of its pretensions, ended that day in the effective abandonment of the regional policy of successive governments over 25 years.

"The reality of this proposal will be devastating in its consequences for the unity of this country."

The whole credibility of the package hung on Mr Clarke's pledge to maintain funding. Would he admit that the principal part of regional aid was Regional Development Grant (RDG), which was now being cut?

From 1979 to 1986, there had been a £300 million cut in RDG and this year a further cut of £300 million had been projected. Now it was to be abandoned.

"We regard this pledge as an empty promise that signifies nothing."

Would he agree with a survey by his own department that RDG had saved or created about 600,000 jobs over the past few years, 40,000 last year alone?

He was seriously telling them that he expected a fivefold increase in successful applications for regional selective assistance?

INDUSTRY

tions for regional selective assistance?

How many capital projects were now to be abandoned? How many small firms entitled to automatic help would no longer get it?

"The main reason why RDG is important is that it provides certainty and stability."

The Opposition welcomed any proposal that assisted small businesses. But why did help for small business have to come at the expense of help for large?

Regions needed small and large businesses in order to succeed. There was an implicit recognition in the statement that the Government's competition policy had been a lamentable failure.

If Mr Clarke wished to look at the ways in which he could open

medium businesses in the regions. These were not just branch-line enterprises.

"We are now changing the nature of the grants because of the change in economic circumstances."

A huge increase in investment was going ahead in the regions and unemployment was falling faster in the regions than in the rest of the UK.

By selective assistance they could help projects that would not go ahead without Government aid and that had demonstrated commercial value to the region.

The Labour Party's commitment to the regions was based on traditional policies, come what may. It did not acknowledge that the Government was making more sensible use of increased sums of money over the next few years in the light of a better economic climate.

The changes would support

only and growing prospects for employment would welcome it.

Mr Leon Brittan (Richmond, Yorks, C), a former Secretary of State for Trade and Industry, said that the vast majority of the proposals would be welcomed as imaginative and constructive.

But, although the economy was growing in all the regions, the discrepancy in levels of employment between them meant that an active and vigorous regional policy remained a top priority.

Although there was nothing sacrosanct about previous methods, there were real advantages in a system where a businessman could know that, if he satisfied the requirements, he was entitled to grant at of right, rather than having to go cap in hand to a minister, asking for discretion to be exercised.

"If it is to be shown as an improvement in regional policy and not a cut, he will have to satisfy the country that, when all these proposals have been implemented, the amount of money spent on regional policy in real terms is at least as high as it is today."

Mr Clarke agreed that the discrepancies between regions were still excessive, but that was why the money available had to be used more wisely. In the past, grants could be given whether or not they were needed for the project to go ahead.

The quality of the businesses in a region was particularly important, as no one wanted second-class businesses. Regional economies must become more like that of the South.

Mr Malcolm Bruce, Liberal spokesman on trade and industry, said that there would be considerable dismay in the regions of England, as well as in Scotland and Wales, that the proposals represented an extension of the stranglehold of the government on regional funds. The regions should be given more control in setting their own priorities.

The new system of discretionary grants would mean that the bigger firms with the slickest presentation would win a bigger share than at present.

He welcomed the minister's conversion to competition policy, but it was late in coming in view of the Government's record in creating two of the biggest cartels in the world in British Telecom and British Gas and its total failure to stand up to British Airways in its takeover of British Caledonian.

There was an urgent need for a debate on the whole issue, as the minister had not shown that he understood the needs of the regions.

Mr Clarke denied that there would be any increase in centralization, because the DTI was expanding its regional network of offices to ensure it got closer to its customers.

The new grants system would



Mr Leon Brittan: An active and vigorous regional policy must remain a top priority

concentrate on the smaller and medium-size firms, which would also be helped by deregulation and cutting red tape.

Mr Norman Tebbit (Chingford, C) said that the move away from automatic grants was welcome, but could the House be assured of the means by which the placing of an excessive load on the applicants would be avoided?

Mr Clarke said that his department would be relying for help on the Industrial Advisory Board, which was composed of outside industrial and commercial experts. A number of second-order people with industrial and commercial experience, who were moving in and out of the department, would also assist.

Mr Barry Jones (Alyn and Deeside, Lab) asked for an

assurance that British companies seeking to locate and expand in Wales would not be worse off as a result of the statement. It appeared to be a body blow to the hopes of building on the ashes of unemployment in order to make a new economy.

Mr Clarke said that his department looked like spending £254 million and £264 million respectively on regional development grants and regional selective assistance in 1990-91, compared with the £225 million and £232 million in 1989-90.

Mr Joe Ashton (Bassalew, Lab) said that the DTI was expanding its regional network of offices to ensure it got closer to its customers.

The new grants system would

Sir Anthony Gorm (South West Cambridgeshire, C) sought confirmation that the new policy would stem the migration of people from the assisted areas into high growth areas such as Cambridgeshire where the pressures had become intolerable.

Mr Clarke said that he wanted to see a South-to-North flow of business, jobs and, therefore, people. If this would help to reduce pressures on land values and house prices in Cambridgeshire and other areas.

"To do that we have to continue the growth of the northern economy and strengthen the performance of management." He trusted that his policy would have the effect that Sir Anthony wanted.

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Scheme for the disabled soon

Mr Nicholas Scott, Minister of State for Social Security, said that it was his intention to provide a scheme by April 1 to protect disabled claimants who will have a reduced entitlement.

If by chance such a scheme was not in place he promised to look carefully to ensure that any subsequent claims were backdated.

Mr Scott said that the package of benefit changes would mean an extra £60 million for the disabled. A very small number of people would lose because of the complexities of existing arrangements.

He said that in the meantime he was considering how best to find an interim solution with the help of the voluntary sector.

Mr Robert Wareing (Liverpool, West Derby, Lab) said that the minister's announcement was causing severe anxiety to disabled people.

Mr Scott said that there was no prevarication and he was determined that a proper scheme should be produced. It was more important for a good scheme to be produced than to meet an artificial deadline.

More recruits for colleges

There was an encouraging increase in the number of recruits to initial teacher training science courses in England and Wales last year, Mrs Angela Rambold, Under Secretary, Education and Science, said in a Commons written reply. The number was 2 per cent above target, and physics trained teachers total had recruited to 99 per cent of their national target.

First steps for schools

Mrs Angela Rambold, Under Secretary, Education and Science (above), said in a written reply that, as a first step in establishing the national schools curriculum, the Government is to ask primary schools to submit a curriculum statement by September 1988 which pupils should spend a reasonable time studying in the area of each foundation subject in the curriculum.

"We expect the rest of the arrangements required by the national curriculum to be introduced incrementally, subject by subject, stage by stage, over a period of years, beginning in September 1989 with the introduction of attainment targets and programmes of study for maths and science for at least the first key stage of five to seven."

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Managers willing to talk

Mr John Moore, Secretary of State for Social Services, told the Commons that the management side had made clear today its willingness to discuss further the dispute in the National Blood Transfusion Service and that he hoped the staff would accept that offer and take all action to prevent further industrial action in the meantime.

Mr Robin Cook, chief Opposition spokesman on health and social security, had asked during questioning that the subsistence payments for the transfusion service would increase the recruitment problem. The new arrangements would bring a cut of £10 a week for staff already paid less than £100 a week.

Mr Moore also told Mr Cook that the change in entitlement formed part of an agreement entered into freely by the staff side.

Earlier, Mr John Watts (Slough, C) said that at a hospital in his constituency, facilities were to be cut because suitably qualified nurses could not be recruited and because of the high cost of housing in east Berkshire.

Government figures on health service spending did nothing to help parents distracted with worry about delays to their children's operations, Mr Neil Kinnock, Leader of the Opposition, said during Prime Minister's questions.

Life or death operation were being postponed, staff morale was dangerously low and beds were being closed, he said.

Mr Kinnock said that consultants in every area of medicine are reporting that they are failing to meet urgent patient need and parents are desperate because of delays in urgent treatment needed for their children, would the Prime Minister say that the crisis of underfunding in the health service is over?

Mr Thatcher said that health service resources had expanded by 30 per cent more than inflation. An extra £100 million had been announced before Christmas bringing extra spending this year to something like £870 million and there would be further increases next year.

Mr Kinnock: What is the matter with this woman? —

(Conservative protests) — Can't the Prime Minister see or will she not see that her figures are absolutely useless to parents who are distracted by worry at having to wait for urgent treatment for their children?

Mr Thatcher said that the health service was expanding. Medical staff was expanding, the number of patients being treated and the number of treatments was expanding as was the number of operations taking place.

Miss Alice Mahon (Halifax, Lab) wondered how the Prime Minister explained that, according to the official figures for 1986, Britain alone among all the European countries had seen an increase in the number of infant deaths.

Mr Thatcher said that that was correct (Lab interruption) — but there had also been an enormous increase in the number of babies saved at birth or during the first month of life.

The reason for the figure referred to was not known, although it could be statistical error. But if it was a real increase at the latest report on health service she would find the

"True wit", Alexander Pope wrote, "is nature to advantage dressed, what oft was thought but ne'er well expressed". But we have always been a dangerous people in politics. So Mr David Warburton, the devoted trade union official, might reflect at this moment.

His offence was not to say anything mildly outrageous, but to express in public what others have been saying in private.

Yet it must seem strange for a senior official of the General Municipal and Boilermakers' Union to be so severely disciplined by his general secretary for writing a critical article about the leader of the Labour Party in a small publication that has nothing to do with the union. Indeed, Mr Warburton stated explicitly that he was writing in a personal capacity.

The least charitable explanation is that Mr Edmonds was taking the opportunity to cut down the man who had been his principal rival for the general secretaryship over two years ago. There is something of a tradition in the GMB, as in so many other organizations, of friction between the top man and his closest challenger for the job.

But that interpretation is not only ungenerous; it is insufficient. Mr Edmonds's authority within his union is not in question.

It is more probable that he felt embarrassed to have another senior official of the GMB

HEALTH

fantastic number of improvements that had taken place.

Mr David Pym (Maidenhead, C) reminded the Prime Minister that she had officially opened a hospital in his constituency last March. Now the local health authority was reporting an accumulated under-funding of £2 million.

Mr Thatcher said that she remembered the visit very well. The hospital had been working extremely well, the patients and the staff had been extremely happy with it and she did not recognize what Mr Pym was saying.

Miss Hilary Armstrong (Durham North West, Lab) said that she was sure Mrs Thatcher would wish to reassure the House that she was concerned about the protection of public health standards, for instance in the prevention of Aids and cervical cancer.

Would she therefore give an assurance that she would not

criticizing Mr Kinnock when he himself had been doing so in private. There were at least two or three occasions when he is known to have done so at a meeting of GMB regional secretaries, at a private dinner party and at a meeting of the Neddy six, the trade union members of the National Economic Development Council.

He was even understood to have suggested that it would be better for Mr Kinnock to leave parliamentary business and Prime Minister's questions to Mr Hattersley and to stump the country himself — an idea which can hardly be regarded as the height of political sophistication.

Mr Edmonds has also had bad relations with Mr Kinnock's private office and with Labour headquarters in Watford Road. So he may well have feared that unless he took draconian action he would have been suspected of putting Mr Warburton up to it, despite all disclaimers.

There was also the consideration of discipline. This looms large in trade union thinking on points as well as industrial matters. It is one thing for a union boss to say something in private; it is quite another for a subordinate to make the same sort of comment in public.

The mores of the unions are not those of a debating society. In most unions it is what the top man says that goes. This may make for greater coherence in

Opposition onslaught on Thatcher

Figures 'no help to worried parents'

allow the privatization of pathology laboratories in order to save money?

Mrs Thatcher said that the protection of standards was the important thing, not whether a service was carried out in the public or private sector.

Mr Thatcher said that the information from Mr John Moore, Secretary of State for Social Services, that between 1981-82 and 1986-87 gross revenue expenditure in the four Thames regions rose by 29.4 per cent. Compared with the rise in general inflation, that represented an increase in real terms of 1.2 per cent.

National Health Service pay and price inflation had been quite high during that period. Compared with that measure, Thames regions' expenditure dropped by 2.8 per cent, although that had been more than offset by increased efficiency.

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Unions may have to use manifestos

By Martin Fletcher
Political Reporter

Trade unions may be forced to distribute to members written manifestos for all candidates in elections for official positions.

Mr John Cope, Minister of State, Employment, said yesterday that the Government was in favour of such a move, which would make it easier for members to distinguish between moderate and left-wing candidates.

He was replying to an amendment to the Employment Bill, moved at committee stage by Mr Graham Riddick, MP for Colne Valley, and four other right-wing Tories, which suggested that the unions should have to send out with voting papers manifestos of up to 100 words if asked to do so by the candidates.

The amendment also sought to ban the inclusion with the voting paper of any other election material.

Mr Cope said that he was sympathetic to the principle of the amendment and would like to see it in the Bill.

However, there were still some practical problems to be ironed out, he said, such as



Mr Cope: Government in favour of scheme

whether a union would be liable for a libellous statement in one of its manifestos.

Earlier, Mr Michael Meacher, shadow Secretary of State for Employment, and other Labour MPs, had argued strongly against the introduction of postal ballots, claiming that 35 per cent of cases there was a higher turnout in workplace ballots. Unions should be able to decide for themselves.

Help for preventive medicine

Mr John Moore, Secretary of State for Social Services, announced that he was to offer incentives for health promotion and prevention of disease when he meets doctors' representatives for their first negotiating meeting on Thursday.

Special fees for doctors running health-promotion clinics and offering initial clinical assessments to new patients would be included in the Government's proposals.

Mr Michael McNally-Wilson (Newbury, C) said that the fit persons' medical should become part and parcel of the NHS.

But Mr Bruce Grosset (The Wrekin, Lab) said that it was hypocrisy for ministers to talk of preventive medicine when increases in unemployment and homelessness and the abolition of nutritional standards in school meals were among the causes of ill health.

Mr Moore replied that health had improved under most governments since the war. The Government hoped to add to that by its good health campaign.

Mr Moore said that health

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Electricians and AEU to negotiate a single union

By Roland Rudd

Proposals to create a moderate union with more than a million members came a step closer yesterday when the executives of the engineering and electricians unions voted to establish a working party to begin negotiations.

A merger of the two unions on the right, the Electrical, Electronic, Telecommunications and Plumbing Union (EETPU), with 334,555 members, and the Amalgamated Engineering Union (AEU) with 857,559, would be significant for the labour movement.

A new moderate union with over a million members would give strong backing to Mr Neil Kinnock's plans to overhaul Labour Party policy.

Although the leaders of the two unions have been discussing merger for more than five years, they have been unable to translate their similar industrial and political policies into anything more than goodwill.

Yesterday's move to form a three-man negotiating team from each union, which in turn hopes to draw up draft proposals for each executive by April, is an indication of the seriousness attached to the latest merger proposals.

The AEU, which traditionally drew many of its members from manufacturing, has been in decline over the past six years and is threatened with a further loss of membership to its rivals.

Mr Gavin Laird, AEU gen-

eral secretary, said the negotiations must speed up after the formation of the Manufacturing, Science and Finance Union (MSF) from the left-led white collar Technical Administrative Supervisory Staffs and the Association of Scientific, Technical and Managerial Staff.

"This new rapacious outfit is hell bent on recruiting our members who are involved in technology. We have to meet that challenge."

Since the apprenticeship of workers hoping to specialize in high technology often involves both electrical and mechanical training, the leaders of the two unions see an obvious advantage in fighting the MSF threat together.

Mr Eric Hammond, the EETPU general secretary, said he hoped the negotiations reach a conclusion by the end of the year. Yet leaders of both unions admit there are still obstacles in the way of merger.

The EETPU, as the smaller of the two unions, is less enthusiastic.

Not only is the size of the new executive and policy being in contention but some EETPU officials are wary about the AEU expenses system.

Although EETPU executive members receive larger salaries - Mr Hammond is paid £29,000, Mr Laird £17,000 - senior electricians feel that the AEU system is too lax.

Bringing the prehistoric to life



Mr Roby Bram, above, is riding the crest of a new wave of technology combined with sculpture (Pearce Wright writes). He is leading a team of British sculptors and electronics specialists who hope to produce a life-size, walking model of a dinosaur, controlled by robotics, later this year.

The team, called Cycad, will produce with scientific accuracy full-scale models of prehistoric life forms for museums and the television industry.

The first replicas were displayed privately last night at the Natural History Museum in London.

Only one of three exhibits on show, called Corythosaurus and baby, incorporated some elementary robotics. That allowed the replica of the adult Corythosaurus, a large, duck-billed dinosaur weighing more than four tons, to turn its head.

Mr Bram perfected the idea for making the replicas after studying fossilised and mummified remains of dinosaurs, mammoths and other prehistoric animals with Dr Cyril Walker, a senior scientist in the palaeontology department of the Natural History Museum, over the past five years.

The other two models on show were Gallimimus, a bird-like dinosaur, and Scolosaurus, a lizard-like creature, weighing three tons.

Dr Walker described the replicas as "the best I have seen".

Mr Bram's team is also working on replicas of mammoths based on the recently discovered fossils in Shropshire.

He said the decision had not yet been made on which dinosaur model would become the first fully controlled by robotics.

(Photograph: Denzil McNeelance)

Firm 'hid cost' of phone race service

By Richard Evans

A telephone racing service providing live race track commentary and results was criticized by the Advertising Standards Authority yesterday for "hiding" the high cost of calls to users.

Topform, owned by Communication and Media Ltd, is one of many telephone racing services which have sprung up in the past year to enable punters to hear a race at any meeting in the country.

All calls are charged at the premium rate of 38p a minute during peak hours and 25p during off peak periods.

A member of the public complained to the authority that a reference to the cost of the service in a Topform advertisement was "in such small print as to be virtually illegible".

De Monde Advertising, which was responsible for the advertisement, disputed the criticism but the authority upheld the complaint, saying it found the size of the print used to detail costs "to be entirely unacceptable". It instructed the advertisers to increase the size.

Last January, after complaints from the Lord Chamberlain's Office and a member of the public, Communications and Media was criticized over a national press advertisement featuring a telephone number alongside a photograph which appeared to be of the Princess of Wales.

The Lord Chamberlain's Office objected to the use of an image of the Princess, while the second complainant protested because she did not hear the recorded message from the Princess she expected but a message "of a sexual nature" from a woman.

Teacher 'tried to cover up killing'

A schoolteacher strangled his wife and then ransacked his home to make it look like a robbery, a court was told yesterday.

He bound his hands behind him and ran to a neighbour's house to raise the alarm, said Mr Michael Maguire, QC, for the prosecution, at Liverpool Crown Court.

Philip Ashcroft, aged 31, of Eccleston, St Helens, Merseyside, denies murdering his wife, Glenys, aged 33, last March. He admits manslaughter, on the grounds of provocation. A former pupil of Sutton High School, where Ashcroft teaches, Angela Page, aged 17, of St Helens, also denies murdering Mrs Ashcroft.

Mr Maguire told the court that Ashcroft's neighbour cut him free and then went back with him to his home. It had been ransacked, with blood on the stairs and paint sprayed on the walls. Mrs Ashcroft's body lay at the foot of the stairs. The couple's daughter Rachel, aged three, was asleep.

Mr Maguire said another neighbour told police that she had heard Mrs Ashcroft in the bedroom shouting: "What have you done to me?" and "I love you".

"Ashcroft was then to admit that he had lied and that he and his wife had quarrelled", said Mr Maguire.

Ashcroft allegedly said in a statement: "I have got a wicked temper and when pushed to the extreme I see red. I jumped at her and grabbed her by the throat. She wouldn't shut up, so I kept squeezing."

"I got the idea of messing the place up and making it look as though a couple of yobs had done it."

The trial continues today.

Driving ban for news man

A BBC newsreader was banned from driving for a year yesterday after he was stopped with more than twice the legal limit of alcohol on his breath.

He had been enjoying pre-Christmas drinks with friends.

Nicholas Witchell, aged 34, was stopped in Kensington High Street, west London, in his Alfa Romeo on December 21 last year at 1.30 am.

He was stopped for breaking the speed limit but was also breathalysed and found to have 75 milligrams of alcohol in every 100 millilitres of breath.

Mr Christopher Green, for the defence, told the court his client had a clean licence and admitted he had been driving with excess alcohol.

He said Witchell's job would not be affected if he lost his licence but he asked the court to keep the ban to a minimum because there was nobody else to drive him in an emergency and he looked after the affairs of an elderly, housebound man who lived alone in Surrey.

"The defendant visits him on a weekly basis. Mr Witchell also has power of attorney for him", Mr Green said.

Mr Eric Crowther, the magistrate, said he took into account Witchell's "act of goodness" regarding the pensioner. He disqualified the newsreader for 12 months, fined him £220 and ordered him to pay £20 costs.

● Billy Whitehurst, aged 28, the Oxford United football player, was convicted at Woodstock magistrates' court of drink-driving yesterday and banned for 18 months. He is the fourth member of the first division club to be convicted of the offence in nine months.

Gunsmith set ablaze, jury told

A Leicestershire gunsmith was tied up, doused with petrol and set on fire during a raid at his shop last March, a jury at Leicester Crown Court was told yesterday.

The man freed himself and staggered out of the shop at Hinckley with "horrific injuries", the prosecution said.

Mr Alan Bray, aged 57, suffered 38 per cent burns and underwent repeated surgery.

Darren Taylor, aged 24, of Peake Road, Leicester, and Andrew Walton, aged 18, of Langham Drive, Narborough, Leicestershire, deny attempting to murder Mr Bray.

Mr Taylor also denies conspiracy to rob as does Kevin Enright, aged 24, of Headley Road, Leicester.

Michael Patrick, aged 21, of Groby Road, Leicester, had admitted attempted murder, two robbery charges and conspiracy to rob, the jury was told.

Mr James Hunt, QC, for the prosecution, said Mr Walton, Mr Taylor and Patrick went to Mr Bray's shop with rope, tape, a knife, rubber hammers and a can of petrol. To avoid being identified they planned to burn Mr Bray alive.

Mr Walton posed as a customer and the others went to the rear of the shop, posing as police officers, and overpowered Mr Bray. Mr Hunt alleged. After Mr Bray was bound and set alight the raiders escaped with guns and ammunition.

It was alleged that when the raid was featured on the television programme *Crimestwatch*, Mr Enright contacted the police and the men were arrested.

The trial continues today.

Residents fight to keep their village

The last 12 families fighting for their homes in a once-thriving village beside a Welsh mountain deemed dangerous by the local authority took their case to a public inquiry yesterday.

Blacau Gwent District Council, wants to demolish the dozen remaining houses in Troed-rhiw-gwaer, which it says are threatened by the "unsafe" Mammoet mountain.

Before the hearing, conducted by a Welsh Office planning inspector, Mr Brian Gardiner, secretary of the residents' association, said: "We will fight this all the way, through the courts and the European Parliament if necessary. The mountain has not budged in 14 years."

The 140-year-old village near Tredegar, Gwent, was used for outside shots in the BBC's *District Nurse* and *The Changel* serials.

Mr Michael Foot, the former Labour leader and MP for the area, is backing the residents, who say there is no evidence that the mountain is dangerous.

The residents' association claims the council has served

compulsory purchase orders based on an outdated report because it wants the run-down site cleared before Ebbw Vale stages the National Garden Festival in 1992.

Mr Michael Burrell, counsel for the local authority, told the hearing at Ebbw Vale that engineering work to stabilize the mountain would cost up to £62,000 a house. The houses were valued at only £6,500. The best economic solution was therefore to rehouse the families and clear the site.

Mr Andrew Taylor, the barrister representing residents at the inquiry, asked Mr Brian Kember, environmental services director of the council, why the BBC had been allowed to use large numbers of schoolchildren as extras during the making of *The Changel* if the village was so dangerous. "I think in retrospect, it would not happen again", Mr Kember said.

He admitted that daily monitoring of the 1500ft mountain no longer took place but he did not accept the residents' claim that installing an "early warning" system would remove the need to abandon the village.

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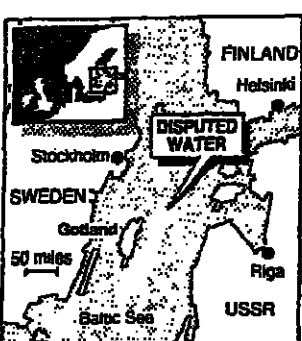
WORLD ROUNDUP

Moscow gives up part of the Baltic

Stockholm — Submarines were all but forgotten yesterday, the second day of Mr. Nikolai Ryzhkov's visit to Sweden, as the Soviet Prime Minister signed away 6,277 square miles of the Baltic (Christopher Mosley writes).

He backed down on a Soviet demand for 30 per cent of a disputed 8,370 square miles of sea off the island of Gotland, accepting the 25 per cent offered by Mr. Ingvar Carlsson, the Swedish Prime Minister.

The submarine issue surfaced in a conversation with the Swedish Conservative



Party leader, Mr. Carl Bildt, who said he had told Mr. Ryzhkov that underwater violations of Swedish territory must stop.

27 die in Peru feud

Lima — Members of the Shining Path guerrilla group killed 27 peasants in La Mar province at the weekend as they stepped up their bloody campaign to control the Ayacucho region (A Correspondent writes).

The guerrillas, masquerading as an army patrol, destroyed Anco village because they claimed it belonged to a civil defence organization. In a similar incident last week 24 peasants were killed in the same area. Despite the formation of civil defence groups to help fight the guerrillas, sources in the region say that the army is able to control the main towns and roads only during the day.

Iraqis hit tanker

Dubai (Reuters) — Iraqi jets set a Cypriot tanker on fire in their second confirmed attack on Gulf shipping in 24 hours, shipping sources said yesterday.

They said eight crewmen from the 21,321-tonne United Venture were missing and the blaze continued 20 hours after the raid. The ship was ferrying refined products to Iran's Lavan Island terminal in the central Gulf. • DAMASCUS: The Syrian Information Minister, Mr. Mohammed Salman, said yesterday that Syria believed positive results with Iran could be achieved through cordial dialogue "not through pressure or rallying the foreign fleets".

Haitians flee capital

Port-au-Prince (AP) — Haitians fearful of polling day violence have crammed into buses at a depot near the waterfront to flee the capital before national elections on Sunday. The elections, which are supported by the three-man ruling junta, are to choose the president, National Assembly members and mayors. Public apprehension stems from the brutal and seemingly co-ordinated explosions, shootings and machete slayings that forced the cancellation of the national elections on November 29. Witnesses said soldiers had participated in the shootings or protected gunmen.

Briton in drugs trial

Cairo (Reuters) — A British woman went on trial yesterday with four Egyptians on a charge of smuggling heroin worth more than £2 million into Egypt. Mrs. Maureen Paleschi, aged 50, looked in good spirits during a brief court appearance. Defence lawyers requested a postponement, and the case was adjourned to Saturday. She was arrested with her sister, Mrs. Marion Arnold, and two Egyptians on February 15 at Cairo Airport after customs officials found 13lb of heroin in a wooden elephant. They denied knowing about the cache. Mrs. Arnold, who was not charged, is in Egypt to support her sister.

Diplomat expelled

Warsaw — Poland said yesterday that it is expelling a Swedish diplomat, Mr. Jens Amberg, for activities incompatible with his status (Richard Bassett writes). He will have to leave by the end of this month. Mr. Jerzy Urban, the Government spokesman, denied in a terse statement that the decision to declare Mr. Amberg, a Second Secretary at the Swedish Embassy in Warsaw, *persona non grata* was in retaliation for Sweden's expulsion last December of a Polish consular official for "unlawful spying activities". He said that the Swedish diplomat's "operations were against the interests of Polish security".

More join Nazi hunt

Frankfurt (AP) — West Germany's chief Nazi hunter said yesterday that he had added 10 state prosecutors to his staff to help speed up investigation of 4,500 war crimes suspects. Herr Alfred Streim heads West Germany's Office for Nazi War Crimes Investigations, which is located in the southern city of Ludwigsburg. Herr Streim said that his office was investigating a list of 30,000 names obtained from the United Nations War Crimes Commission archives at the end of 1986.

Troubled Olympics

Pyongyang stands isolated on Games

From Gavin Bell, Seoul

North Korea's stubborn refusal to accept its invitation to the Seoul Olympics appears to have left it isolated. By last night 154 nations, including the Soviet Union and most of Eastern Europe, had agreed to attend, ensuring that the games will be the biggest in Olympic history.

A radio announcement by the North Korean Olympic Committee that it would not take part in the games "to be hosted singly by South Korea" — Madrid — Señor Antonio López has resigned as sports director of the 1992 Barcelona Olympics after reports involving the use of Spanish motorcycle Federation funds for private purposes (Harry Debell writes).

Señor López told the standing committee of the Barcelona Olympics Organization Commission about his activities with the motorcycle federation and about the bankruptcy of his private business ventures. The committee apparently did not inquire into his use of motorcycle federation credit cards for private purchases, since the federation assured the committee, in a last-minute telex, that he had liquidated his debts with the federation.

forecast probably the smallest boycott in Olympic history.

Diplomats note that the qualified statement leaves open the possibility of agreement is reached on its demands for co-hosting the games. This appears increasingly unlikely, however. Pyongyang has still not

responded to an offer in July from the International Olympic Committee (IOC) to stage five sports — archery, table tennis, women's volleyball, one of the four soccer groups and the men's 100 km time-trial cycle event.

Mr. Kim Chong Ha, president of the South Korean Olympic Committee, said: "It is very unfortunate that the North has decided not to come to the Seoul Olympics. They should know their decision runs counter to the Olympic movement."

"We have accepted the final offer of the IOC on sharing the Games. If they do the same, we will talk with them at any time." Other officials appeared genuinely disappointed.

Of more import to South Korea was Moscow's acceptance, which was greeted with widespread relief. Mr. Park Seh Jik, president of the Seoul Olympic organizing committee, said that the presence of Soviet athletes would contribute towards the unity of the IOC nations. Only 12 of 167 invited countries have yet to respond. Of those, China, Czechoslovakia and Vietnam are expected to accept before the official deadline on Sunday. The others are Syria, Afghanistan, Madagascar, Seychelles, Ethiopia, Tanzania, Nicaragua, Cuba and Albania.

Dr. Kim Un Yong, a vice-president of the Seoul committee and a member of the IOC, has said that the international body would accept applications from any of them beyond the deadline. David Miller, page 46

Reagan uses King Day to win black votes

From Michael Binyon Washington

President Reagan, dogged by accusations of insensitivity to blacks, yesterday received the widow of Martin Luther King in the White House, and then signed a proclamation in advance of the national holiday celebrating the birthday of the civil rights leader.

The meeting with Mrs. Coretta Scott King marks the beginning of a series of events to commemorate the 59th birthday of King, who was assassinated in 1968.

These include a "freedom train" from Albany, New York, to Atlanta on Thursday; the teaching of King's principles to an elementary school class on Friday by Mr. William Bennett, the Education Secretary; an ecumenical service at King's old church, Ebenezer Baptist, on Monday; and the presentation of a

peacemaking award by the King Civil Rights Foundation the same day, the national holiday.

President Reagan signs the proclamation of the holiday each year. But this year he is making much of the gesture as part of an urgently needed effort to dispel his largely negative perception among most American blacks.

The Republican Party fears that its share of the black vote may be lower than ever during the coming presidential election, and the White House has been urged to repair its relations with the black community.

President Reagan was upset by the televised comment last year of Justice Thurgood Marshall, the only black Supreme Court Justice, that for blacks, Mr. Reagan was the worst president of the century.

Mr. Reagan has had little contact with the black community. Apart

from one speech to a black civil rights organization in 1981, at which he was booed, he has not addressed an important black group during his presidency.

He bitterly opposed making King's birthday a national holiday; he has rarely spoken out on civil rights issues despite recent incidents of renewed racial tension; his Administration has been accused of trying to gut the Voting Rights Act, a fundamental civil rights statute; and he has stoutly supported Mr. William Bradford Reynolds, an assistant Attorney General, whom civil rights activists accuse of undermining affirmative action and other laws designed to help minorities.

A poll last month found that while 60 per cent of whites said the President was doing a good job, only 27 per cent of blacks did. And another poll last year found that

only 17 per cent of blacks said Republicans cared about their problems.

In recent months the White House has tried to correct this perception. Mr. Reagan recently appointed General Colin Powell as his National Security Adviser — the most senior White House job any black has held.

The White House has also been swift to signal its support this week to a charismatic and embattled school principal in New Jersey whose tough and unorthodox approach to school discipline has brought good results but led to a clash with the school authorities. Mr. Joe Clark has been invited here on Friday, and has been told that if he is dismissed he can start work promptly in the White House.

Domestic policy advisers have also started to aim administration campaigns against drugs and teenage

sex, on housing and education vouchers, and the restoration of traditional values — issues popular among many blacks — at the black community.

Republican candidates such as Senator Robert Dole, noting the enormous success among blacks of the Rev. Jesse Jackson, the black Democrat contender, have spoken strongly of the need to win more black support.

Party strategists note that they lost control of the Senate in 1986 partly because vital seats in the South were won by Democrats with crucial black support — something that led these senators to oppose the Supreme Court nomination of Judge Robert Bork.

Conservatives such as Representative Jack Kemp have insisted that their policies are very much in the interest of blacks.

Europe cool on Pentagon high-tech arms report

By Michael Evans, Defence Correspondent

An attempt by a Pentagon commission of inquiry to force both the United States Administration and Nato into adopting a new, integrated defence strategy for the next 20 years appeared to be doomed yesterday. The strategy is based on the development of expensive, high-technology weapons capable of delivering surgical nuclear and conventional attacks against the Russians.

Officials in European capitals took fright at the vision of the future described in the report published by the commission, which was set up by the former American Defence Secretary, Mr. Caspar Weinberger. US officials were quick to point out that the report was not a "policy document" and all the signs in Washington were that it would remain on the shelf.

The costly report, which bears the signatures of heavy-weight American strategists such as Dr. Henry Kissinger, the former Secretary of State, and Mr. Zbigniew Brzezinski, the former National Security Adviser, pulls together many ideas which have been around for some years, including the emphasis on exploiting emerging technologies to improve the accuracy, range and power of non-nuclear weapons.

But as one expert, Professor Lawrence Freedman, head of War Studies at King's College, University of London, said yesterday: "The report has been overtaken by events. Arms control has created a different climate. Politically it has taken the steam out of weapon modernization programmes. People do not feel so threatened."

The most controversial suggestion is that Nato should move away from dependence on deterrence based on mutual nuclear retaliation towards the idea of responding to a Soviet attack by the use of discriminate nuclear and conventional weaponry.

British officials say that the commission's apparent view that nuclear weapons could be given a war-fighting role went against the whole concept of deterrence, which has served Nato well for 40 years.

The commission, which was co-chaired by Mr. Fred Ikle, US Under-Secretary of Defence, stated: "To help defend our allies and to defend our interests abroad, we cannot rely on threats excepted to provoke our own annihilation if carried out. In a crisis, reliance on such threats could fail catastrophically for lack of

public support. We must have militarily effective responses that can limit destruction if we are not to invite destruction of what we are defending."

Emphasizing the role that advanced conventional forces could play, the report says: "We must diversify and strengthen our ability to bring discriminating, non-nuclear force to bear where needed in time to defeat aggression."

The call for a new emphasis is likely to fall on deaf ears, particularly in West Germany, where politicians of all parties, even the majority of right wingers, are now convinced that the way ahead is to negotiate the elimination or reduction of weapons such as tactical nuclear missiles and chemical forces because of the

The Soviet Union denounced bitterly yesterday the resumption of chemical weapons production in the US as negotiators reassembled in the United Nations disarmament conference talks in Geneva (Andrew McEwen, Diplomatic Correspondent, writes).

But Western diplomats said that in spite of the Soviet attack at the opening of a three-week informal session prospects for progress towards a chemical weapons treaty remained good.

The US began production of binary chemical weapons in the hope of increasing pressure on Moscow.

inherent danger they pose to West German territory in any central front war scenario. Senior West German diplomatic sources said yesterday that the commission's report would not be well received in Bonn. West Germans were rallying to the view long held by the Foreign Minister Herr Hans-Dietrich Genscher, that strong and decisive steps needed to be taken now to reduce the Warsaw Pact conventional forces.

One Bonn source said: "The feeling is that we are not under immediate threat of a Soviet invasion. We have to give Mr. Gorbachev the chance to show that he means it when he talks of conventional reductions and restructuring Soviet forces to take on a more defensive role. In such a climate it would be politically impossible to launch into a massive spending spree on modernizing our nuclear and conventional weapons."

M. Francois Heisbourg, the director of the International Institute for Strategic Studies in London, commented that the report seemed to be suggesting that Nato should also develop a new counter-offensive military plan which would involve the use of forces deep inside East Germany following a conventional attack by the Warsaw Pact.

Under Nato's present "Follow-on Forces Attack" strategy, second-echelon Soviet forces would be attacked with sophisticated precision-guided "Smart" munitions. Leading article, page 11



Professor Freedman: Report overtaken by events.

UN envoy feels heat of Palestinian protest



Palestinians demonstrating as the UN envoy, Mr. Marack Goulding, leaves the home of a former Gaza mayor yesterday.

Lack of leaders rules out talks

From Ian Murray Jerusalem

As the leaderless riots in the occupied territories rage on, Israel is having to face the problem of finding someone to negotiate with in order to achieve a settlement.

As far as bringing the violent demonstrations under control is concerned, there appears no one in charge with whom the security forces can bargain. This is one reason why Mr. Yitzhak Rabin, the Defence Minister, has launched his "get tough" campaign aimed at restoring order, negotiating with no one but relying on the Army's might.

If the policy succeeds it will be more difficult than ever to identify Palestinian leaders capable of commanding the respect and obedience of the young people who have been at the forefront of what they call "the uprising".

Three-quarters of the Palestinian population in the occupied territories is under 26. They have grown up under occupation and have little respect for their elders, whom they consider to have failed to fight the Israelis. They tend to

support the more radical of the older generation.

The nearest to a more recognizable body is the "Shabiba" (Comrades) which is regarded as the youth arm of al-Fatah, the main wing of the Palestine Liberation Organization. They have been described as a cross between Boy Scouts, thugs and a protection racket, with a dash of political motivation.

They are particularly strong in the camps of the West Bank and tend to find their leaders among the university students. Three of the five from the West Bank just issued with deportation orders are said to be Shabiba leaders.

Inside the camps they carry out public works, like putting in sewers, running co-operative stores and even building humps to slow traffic along roads. They also punish collaborators and vandalize the shops of anyone who tries to break a strike call.

They are so well organized in Balata, the largest West Bank camp, that the border police were sent in at the beginning of last month to try to weed them out because the camp was on the verge of

falling under the rule of the black-clad "Comrades". The toughness backfired, however, with the camp rising in near open revolt.

The other rallying point for the young is Islam. This is, however, not so much an organization as an inspiration. Cells of Islamic Jihad certainly exist, particularly in Gaza, but they are relatively small in number and heavily reliant on the PLO.

The most popular preachers are the most radical. Friday prayers have become a time for demonstrations. The older generation of Islamic teachers has been swept along by the enthusiasm of the young, or any event would not negotiate with the country which is occupying the city of the al-Aqsa mosque, the third holiest site of any Muslim.

Overall in the territories a vague residual loyalty to the PLO survives and pictures of Mr. Yasser Arafat, the PLO chairman, are not uncommon in homes. However, the PLO is hopelessly fragmented. A recent briefing from the Israeli Foreign Ministry catalogues no fewer than 15 PLO splinter

groups, including the notorious Abu Nidal and that of Ahmed Jibril, which masterminded November's hang-glider attack and so won great support in the camps.

Since all of these are classified as "terrorist organizations" Israel will not negotiate with them.

As far as individuals are concerned, most prominent leaders have either been deported or imprisoned. Moderates like Mr. Elias Freh, the Mayor of Bethlehem, command little support and speak for few but themselves. Mr. Hanna Siniora, the newspaper editor who last week tried to launch a campaign of civil disobedience with a boycott of Israeli cigarettes, is now under investigation for incitement.

On the other hand, there is no doubt that violent intimidation has frightened off potential Palestinian moderates. Between 1978 and 1981 no fewer than 20 of them were killed after saying they were ready to talk to Israel.

The violence is creating its own leaders, although informers and security force snatch squads are succeeding in rounding many of them up.

Dismayed British Jews tackle Mellor

By Andrew McEwen, Diplomatic Correspondent

The dismay of Britain's 330,000-strong Jewish community was made clear yesterday to Mr. David Mellor, Minister of State at the Foreign Office, after his criticisms of the Israeli Government on Palestinian rights.

A delegation of prominent Jews led what one described as "a very tough meeting" with him at the Foreign Office.

Dr. Lionel Kopelowitz, president of the Board of Deputies of British Jews, said: "We

expressed our views in no uncertain terms."

He told Mr. Mellor that the board, an elected body, had received hundreds of complaints both from Jews and non-Jews about his remarks. The Minister, who has received support both from Government colleagues and from MPs of other parties, described conditions in a Palestinian refugee camp as "an affront to civilized values".

The meeting lasted three

times as long as expected and Dr. Kopelowitz said in an agreed statement: "The delegation expressed its concern that recent statements had emphasized only Israel's role in the situation, and could be unhelpful in advancing constructive solutions."

"The Minister has assured the delegation that HM Government and he personally wish to pursue an even-handed policy."

"The Board of Deputies has had many expressions of con-

cern from members of the Jewish community and from others outside the Jewish community who were upset by what they saw on television when the Minister visited the Jabalya camp in the Gaza Strip. They were concerned by the comments which he made and the manner in which he spoke."

Mr. Mellor is understood to have said that he spoke out forcefully because he felt that no progress was being made on Palestinian rights.

'Virus' plague wreaks havoc with computers

From Charles Bremner, New York

Just before Christmas IBM's huge internal computer network froze. "Big Blue", as the world's largest computer company is known, had been infected with a "virus".

A saboteur had inserted a program that sent greetings to another computer terminal, with instructions to pass on the message to several others, chain-letter style. The proliferating yule-tidings, accompanied by a picture of a Christmas tree, exploded on to screens throughout the world and brought all other computer traffic to a halt.

IBM confirmed the incident, but has been playing it down. "It was no big deal, it was an inconvenience," a

spokesman in New York said this week. "It took only a couple of hours to purge it." But the IBM bug was a classic example of a growing and potentially devastating hazard — the computer "virus".

For years experts have anguished over the potential for sabotage as the world grows more dependent on vast interlocking computer networks.

With machines moving vast amounts of data among themselves, it is said to be easy to insert a "virus" — a small set of instructions nesting within a host program. Undetected, the "viruses" can replicate themselves, infecting faraway networks, or lie dormant as "logic bombs".

Los Angeles — A San Francisco peace activist who destroyed a billion-dollar computer she believed had been built to launch an anti-Soviet nuclear attack was jailed for five years and ordered to pay \$500,000 (£275,000) damages (Ivor Davis writes). Susan Komisaruk attacked the system at Vandenberg Air Force base with crowbar, hammer, electric cordless drill, and bolt-cutter, and then put the contents of a fire extinguisher on to the computer. During the trial, Komisaruk was never permitted to explain why she had attacked the computer. Because of this, her counsel, Mr. Leonard Weinglass, predicted a successful appeal.

"Viruses" have up to now mainly been used for fairly harmless mischief like IBM's Christmas card. And it is not easy to separate legend from fact. Tall tales of killer bugs circulate widely among the computerati.

Such programs can wreak havoc, scrambling the computer's memory, erasing its files, or causing systems to

crash. The Hebrew University in Jerusalem lost thousands of files and years of research last year when a "virus" was inserted. And in May 1985 the Los Angeles Water and Power Department suffered paralysis at the hands of a "logic bomb".

American government security agencies are now working hard to devise defences against "virus" sabotage. The Pentagon runs its cables through gas-filled tubes so that any unauthorized connection will cause a pressure drop which can be detected.

According to American sources, the top-secret National Security Agency, which runs the country's electronic intelligence gathering, warned British and other allied agencies in 1984 about the dangers of political malcontents and criminals sabotaging their systems.

Two years ago a Parisian programmer and a New York writer produced a techno-thriller, *Softwar*, based on the idea of the Americans selling a computer to the Soviet Union with a logic bomb so powerful

that it would "wipe out everything but the graffiti in the Kremlin men's room". Experts say national security is probably less of a concern now because of elaborate electronic policing techniques. The dangers are greater for less sophisticated systems used by businesses and institutions.

Concern over computer security was a feature of the mass sackings in the aftermath of the October crash on Wall Street. The large financial firms, which do much of their business through the electronic market place, changed thousands of passwords and scrambled programs overnight to guard against possible sabotage by disgruntled former employees.

Philippines electoral violence

Opposition woman candidate shot dead before 3,000 crowd

From Humphrey Hawkesley, Cebu, central Philippines

The killings are becoming more bold and brutal. In a country with a female president, women had until this week been considered safe from the election thugs.

But yesterday Mrs Erlinda Capili, an opposition mayoral candidate, was shot dead while speaking to a crowd of 3,000 people in the central Philippine island of Leyte, and the death toll in the local election campaign increased to 71. Mr Benjamin Cuasna, who was stabbed, shot and beheaded on Monday, was a pro-administration candidate—a sign that the magic which once surrounded President Aquino has vanished.

Voting has already been postponed in 10 of the country's 73 provinces because of the violence, which is bound to increase in the final phase before election day next Monday.

President Aquino's calls for an end to the violence have been ignored, and this stage in her vision to return democracy has seen not the expansion of her "people's power" revolution, but the return of old-style feudal politics, with their patronage, bribery and thuggery.

As if to put a stamp of realism on the country's political climate, her party has brought into its fold many warlords and power-brokers linked to the corrupt era of the former President Marcos. This has prompted the respected newspaper columnist, Amando Doronila, to comment: "The Aquino Government has made a pact with the Devil."

Mr Ramon Durano, aged 53, a crusty former congressman, is running for mayor in the coastal city of Danao, an hour's drive from the city of Cebu. He and his wife were close friends of Ferdinand and Imelda Marcos.

"We don't talk to them any more," says Mr Durano. "We support whatever administration can give benefits to the people." On Sunday, senior politicians flew to Danao from Manila to endorse Mr Durano as the pro-government candidate. He says a conservative estimate is that he will get 90

per cent support from the 40,000 voters in Danao.

In an idiosyncratic quirk of local politics, his own son is running against him, but the father is the traditional power-broker, owning most of the town—a cement factory, sugar mill, ice-making plant. He also runs a security company with several hundred armed and trained men. This is his private army, to keep political opponents in check.

As he says: "If he (an opponent) has guns and



Senator Enrile: Power base in the north under threat.

goons, I will also have guns and goons."

He is the typical Philippine political leader, who is now re-emerging to take back a grip on politics in the regions, which for the past two years have been run by officials appointed by the new Aquino Administration.

Mr Durano is said to look after the people of Danao from the cradle to the grave—literally, even paying for their burial. He has built several churches, and buys people umbrellas so that they can go to Mass when it rains.

When this patronage is inadequate, other political families resort to vote-buying. In the cities, a vote can cost as much as £15. In the impoverished barrios (shanties), voters can be swayed by as little as 25 pence. Cerge Remonde, a Cebu radio commentator, said: "The candidates would like to give the impression that they have policies. But it seems in the end the results are determined by personalities, bribery and force."

Few observers here see any change in the nature of Philippine politics in the near future. Mr Remonde says that the current patterns will continue while people remain economically dependent on the rich and powerful families.

Government officials say their pact with the Devil are for the sake of national unity. But it is also an attempt to bolster Mrs Aquino's falling popularity, which a recent opinion poll says has dropped to 55 per cent from the 70 per cent she registered after toppling Mr Marcos.

The units of Philippine politics are not the national parties but the local families. If a family supports the Government, so do the thousands of people in that area, whose support Mrs Aquino also needs. These elections are also the last chance for many politicians to mould their regional strongholds for the 1992 presidential election, and may well mark the end of Mrs Aquino's ruling coalition.

The Liberal Party, one of the key components of the coalition, is fielding candidates against the Government. The president of the Senate and party leader, Senator Jovito Salonga, is seen as a key contender in 1992. He has accused the Aquino family of putting forward her relatives, "members of political dynasties and notorious personalities," as candidates.

At the same time, the elections could also head the political demise of two sons of the 1986 revolution. Senator Juan Ponce Enrile, the opposition leader and former Defence Minister, may lose his power base in the far northern province of Cagayan. The Unido Party of the Vice-President, Mr Salvador Laurel, is also not seen as a serious threat nationally.

If there is any consolation to be gained at this stage of the campaign, it is perhaps that an anti-dynasty Bill is pending in Congress, intended to break the power of the big families, and that little if any of the violence is being blamed on the heads of the families.

Communist guerrillas and undisciplined supporters are being held responsible.

Hanoi hints at Cambodia withdrawal

By Andrew McEwen
Diplomatic Correspondent

There were hints yesterday that the Vietnamese Government is becoming increasingly determined to withdraw from Cambodia.

The suggestions came as Mr Hun Sen, Prime Minister of the pro-Vietnamese Cambodian Government, prepared for a second round of peace talks in Paris.

A Vietnamese source implied that Vietnam might be willing to withdraw whether or not the talks between Mr Hun Sen and Prince Norodom Sihanouk, leader of the Cambodian resistance coalition, produced a solution. They are due to meet in Paris a week today.

"Vietnam could leave, and leave the Kampuchians to settle their dispute themselves," the Reuters news agency quoted the source as saying.

He added that the withdrawal could take place before 1990, the earliest date which has been mentioned in the past by Vietnamese officials.

"We can be hopeful of a withdrawal of our troops as early as the end of this year," he said.

Some Western diplomats believe that if Hanoi proves determined to withdraw as the source implied, it will be



Vietnamese troops parading in Battambang, Cambodia—they could be withdrawn before the 1990 date given by Hanoi.

because of pressure from Moscow. Withdrawal of Vietnam's estimated 140,000 troops would serve Soviet interests by removing one of the obstacles to a Sino-Soviet summit meeting. When Mr Mikhail Gorbachev, the Soviet leader, renewed at the weekend his

call for such a summit, Peking immediately replied by repeating Mr Deng Xiaoping's pre-condition that Moscow should first put pressure on Vietnam to end its occupation of Cambodia.

Mr Hun Sen has said that he is ready to discuss such a

withdrawal at the Paris talks. He and Prince Sihanouk met in France last month for the first negotiations in the nine-year-old conflict.

Prince Sihanouk's forces are allied in a resistance coalition with two other guerrilla groups opposing the

Government which Vietnam installed in Phnom Penh after its 1978 invasion. His son, Prince Norodom Ranariddh, said recently that in the second round of talks his father would demand a specific timetable for a complete Vietnamese withdrawal.

Radical moves open Vietnam to foreign firms

From Neil Kelly, Bangkok

Vietnam yesterday confirmed the introduction of new laws for foreign investors which are among the most liberal in the communist world. The new investment code, the latest effort by Hanoi to overcome chronic economic problems, was endorsed by the National Assembly last month but has only now been made public.

The Vietnamese Government said it will now allow fully-owned foreign companies to operate and to be run by foreign managers. Foreigners will be allowed to own up to 99 per cent of joint ventures with Vietnamese firms, and foreign companies may freely repatriate profits and capital.

The new code includes guarantees that no enterprise with foreign capital will be expropriated or nationalized. Tax exemption schemes are also available to encourage export industries and the reinvestment of profits.

Foreign business will have more freedom in Vietnam than in some free enterprise economies of South-East Asia. In Thailand and Malaysia, for instance, foreigners cannot

own a controlling interest in any local company.

In their first reaction, Western businessmen said that the new rules should attract foreign investment, but that investors would first have to be satisfied that the new system would operate as promised. There is concern about Vietnam's poor record on respecting financial contracts and other agreements.

Although foreign businessmen, especially Japanese, Singaporeans and Indonesians, have been visibly setting up deals and planning projects

in Vietnam for six months, they are too realistic to ignore the daunting difficulties of any operation there. There is triple-digit inflation, strangling bureaucracy and a population with little purchasing power.

"They would never have made the new rules so easy if their situation was not so desperate," said a Japanese banker in Bangkok who has been involved in planning motorcycle production in Vietnam.

Uncertainty about raw material costs in an inflationary economy is a serious problem.

Nevertheless, many Japanese and Singaporean firms are convinced that they could operate profitably in Vietnam as exporters of manufactured products and suppliers of basic consumer goods to a domestic market of more than 60 million people.

Diplomatic sources believe that Vietnam's new investment code could have far-reaching political consequences. They see it perhaps ending Vietnam's isolation imposed by the outside world because of Hanoi's nine-year occupation of Cambodia. That could

scarcely be sustained if members of the Association of South-East Asian Nations (Asean) started investing in Vietnam.

Approaches by Indonesia, Singapore and Malaysia for business in Vietnam are already disturbing Asean policy towards Hanoi.

Thai officials this week expressed concern about growing economic relations between Indonesia and Vietnam and referred particularly to Jakarta's promise to lend 20,000 tons of rice to Vietnam.

They also complained privately about the sale of fertilizer and manufactured products, and about Indonesia's agreement on a programme of co-operation with Hanoi in agriculture and in oil and gas exploration.

Although the Thai Government says it has a "hands off" policy towards Thai companies on the issue, ministers and officials are worried about the increasing efforts of Thai companies to do business with Vietnam. Thailand is committed to applying relentless economic pressure on Vietnam to force it to withdraw from Cambodia.

Peking rejects summit offer

From Robert Graves, Peking

The Chinese Foreign Ministry yesterday repeated its oft-stated position that there can be no Sino-Soviet summit until Vietnam withdraws its troops from Cambodia.

The statement came in response to a weekend suggestion by Mr Mikhail Gorbachev, the Soviet leader, that the first Sino-Soviet summit meeting since the 1960s should be held soon.

A Foreign Ministry spokes-

man said yesterday: "Chairman Deng Xiaoping has made quite clear the conditions for a high-level meeting between China and the Soviet Union. At present, it is the strong aspiration of the international community that Vietnam should withdraw all its troops from Kampuchea (Cambodia) promptly."

China has said many times that three obstacles obstruct normalization of Sino-Soviet

relations, which were ruptured in the early 1960s: Soviet support for the Vietnamese occupation of Cambodia; the Soviet invasion of Afghanistan; and the massing of Soviet divisions on the Sino-Soviet border.

Mr Deng has said that he would meet Mr Gorbachev if the three obstacles were removed. Lately the Chinese have made Vietnamese withdrawal from Cambodia the main precondition.

Top Kenya officials removed

Nairobi — President Moi of Kenya yesterday accepted the resignation of Mr Philip Ndegwa, Governor of the Central Bank, and dismissed Mr Eliud Mwangi, the Minister for Housing and Physical Planning, in unconnected developments (Andrew Buckle writes).

Mr Ndegwa may be taking responsibility for the failure of coffee exporters to remit nearly £55 million in export earnings. The minister had a row with another minister over substantial missing hospital funds raised with the assistance of the President.

Protest suit

San Francisco (Reuters) — Mr Brian Wilhoit, aged 46, an anti-war protester who lost his legs when he was hit by a munitions train, is being sued by the train's staff, who claim they lost wages and suffered psychological damage.

Japan aid

Tokyo (Reuters) — Japan will make grants totalling £82 million to Zambia, Tanzania, Zimbabwe, Kenya, Ghana, Ivory Coast, Somalia, Sudan, Uganda, Niger and Malawi before the end of March.

Reject envoy

Guatemala City (Reuters) — Ecuador has rejected the former strongman, General Oscar Humberto Mejia Victores, as Guatemala's Ambassador.

Panda first

Peking (Reuters) — Chinese scientists have reactivated frozen panda sperm and used it to fertilize an ovum, leading to the possibility of the first test-tube giant panda.

Sled crash

Davos (Reuters) — Martin Kinsley, aged 26, of London, was killed when his improvised sled crashed into a pole during a midnight ride here.

Laureate dies

New York (Reuters) — Isidor Isaac Rabi, aged 89, who won the 1944 Nobel Prize for physics, has died here after a long illness.

Inconvenience

Rotterdam (Reuters) — All 117 free public toilets in this Dutch city will be demolished before the 1988 tourist season to save the city £110,000.

Foreign Secretary in Japan

Howe's '10 commandments' for trade

From David Watts, Tokyo

Sir Geoffrey Howe, the Foreign Secretary, called yesterday on Japan to open wide its doors to trade and suggested "10 commandments" for Tokyo's new agenda on commercial co-operation with Britain.

In a keynote speech of his visit, replete with both praise and blame for Japan, he outlined a range of political issues from co-operation on East-West relations to areas of economic joint endeavour.

Sir Geoffrey enthused on the virtues of free trade, and told his audience at the

National Press Club that it was not enough for Japan to think that its economy was open. He said: "You must convince others that it is open... Our whisky exporters have a right to know that they have the same fair chance here as your VCR (video) exporters have long enjoyed in Europe."

In private talks later, the Foreign Secretary called on the Japanese Government to keep the EEC fully informed on the progress of negotiations on import taxes.

Britain has also partially accepted a Japanese plea from the Government and industry leaders that it guard against

anti-Japanese sentiment and action within the Community. A British official said: "We are not going to become agents of the Japanese, but what we will do is keep a weather eye open for unfair treatment."

Sir Geoffrey said that, while British imports into Japan may have grown up to 30 per cent last year, it was from far too low a base. He said: "There is much for you to do—not only in stimulating demand, but also in improving foreign access to your economy, because we are knocking loudly on your door and it is time for them to be opened wider."

He made a jocular rejoinder to his press club host, who referred to Sir Geoffrey as "the soft wife of the Iron Lady".

The Foreign Secretary said that there should be no doubt about his sexuality, and added that he would prefer to be known as the "robust partner" of the Prime Minister.

Sir Geoffrey began his dissertation on East-West relations by noting that Britain and Japan were already partners in the search for security at lower armaments thresholds. In his "second commandment", on the Gulf War, he regretted the absence of

Japanese naval forces but said he understood the constraints of Japan's Constitution.

His other "commandments" covered responses to terrorism; the stability of the global economy; the responsibilities created by the strength of the yen in world markets; free trade; investment strategy—calling on Japan to match the openness of London in financial services; agricultural protectionism; and the one element that was essential to any good partnership—communication.

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Whisky importers still awaiting some cheer

From David Watts, Tokyo

The issue of taxation on whisky is one of Britain's longest-running disputes with Japan, and Sir Geoffrey Howe, the Foreign Secretary, is again raising the issue which he first broached in Tokyo in 1973.

Though the British Government has pronounced itself satisfied with a Japanese Government timetable which would have details of a new liquor tax system drawn up before the economic summit in Toronto in June and implemented in the 1989 economic year, importers are less sanguine.

A representative of one of the biggest importing houses said yesterday: "Inevitably we are dis-

appointed, because we lose another year of potential sales."

A spokesman for the Whisky Information Centre said: "Japan has accepted the liberalization of 12 agricultural import lines after pressure from the United States. I think the EEC should put on more pressure."

It is expected that a new system will no longer discriminate against imported whisky by placing it in a special tax class and taxing bottled whisky at a much higher rate than the malt on which the Japanese whisky industry depends so heavily. Whisky and top-grade sake should be bracketed together if Japanese Government plans reach fruition.

Importers' hopes that a new tax

system would be in place by now were dashed by the collapse last year of the tax reform plans of the former Prime Minister, Mr Yasuhiro Nakasone. Long-term importers are under no illusion that the domestic industry will fight any new system which will make shochu, a white liquor distilled from wheat, and sake relatively more expensive.

It will also make imported whiskies, which now have about 3 per cent of the market, more price-competitive with large-volume domestic brands such as Suntory, which depends heavily on imported malt whisky as the basis for its popular lines. The total Japanese whisky market is 30 million cases a year.

The import industry, however, views cheaper whisky from a variety of viewpoints.

Premium Scotch sales in Japan largely as a gift according to Japanese custom, the more expensive the gift the greater the regard for the recipient.

Premium Scotch sales were up by a healthy 25 per cent last year, but overall sales of whiskies of all types were down by 1.9 per cent despite some heavy discounts by "parallel importers" who bring in whisky cheaply from third countries and sell direct to department stores and liquor dealers, thus avoiding middlemen and expensive advertising.

Takeshita trying to end tension with US

From Bailey Morris, Washington

Mr Noboru Takeshita, the Prime Minister of Japan, arrived in Washington yesterday for his first official visit, armed with concessions on Japan's defence spending programme designed to defuse growing tensions with the US.

The strong personal rapport between President Reagan and the former Prime Minister led to the heralded "Ron-Yasu" relationship, which enhanced Mr Nakasone's domestic political standing strongly. Japanese insistence on close ties with the US Administration and the growing public mania for "things American" has put pressure on Mr Takeshita to achieve a similar success.

A senior Japanese official said: "It is essential for him to have a success. He must prove that he is qualified to work out relations with the allies."

This is the day the Administration will release new trade figures expected to reveal another big deficit with Japan, which is now running at an annual \$60 billion (£33 bn).

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Mr Takeshita: Intends to emulate old relationship.

substantial deterioration over the last three months in US voters' perception of Japan which could make Mr Takeshita's visit difficult.

To defuse the situation, Mr Takeshita planned to announce another substantial increase in Japan's military budget, in order to spend more yen in Japan on US military forces, as the main concession in a joint closing statement with President Reagan.

Military spending is one of the fastest rising components of Japan's domestic budget, accounting for \$29 billion in expenditure, or 5.2 per cent more than the present total for the economic year beginning on April 1.

Mr Takeshita will point to the increase as evidence of Japan's new willingness to bear more responsibility for the West's common defence, which is a controversial topic in both countries. Though US officials have been pressing Japan to spend more on defence, there is still a lingering fear among American voters

that a rearmament Japan poses a dangerous military threat.

It is also possible that the visit will lead to action by Japan to open its markets to US farm products and to public works contracts for American companies.

This is seen as an essential ingredient to a successful visit by US congressional leaders. But officials in both countries warn against anticipating too much from Mr Takeshita's visit, which they describe as primarily a "get-acquainted" session designed to show the world that the Prime Minister is capable of dealing with his counterparts on pressing international issues. He will be briefed for the first time by US officials on the Middle East, political disturbances in Korea, the US-Soviet summit meeting and the Soviet Union's bid for closer ties with China.

Kremlin waters down its drive against drinking

From Christopher Walker, Moscow

The Soviet authorities are to modify the anti-alcohol drive introduced in May 1985 in a determined attempt to rid Moscow's streets of the most characteristic and depressing new physical feature of the Gorbachev era—the long vodka queues, sometimes stretching 400 yards.

The queues have spawned bitter political resentment of the Kremlin leader, which has

been acknowledged by Mr Gorbachev himself and by a legion of jokes. One of the kindest depicts the disgraced Leonid Brezhnev returning to the capital and remarking sardonically: "I see they are drinking more than in my day."

Under new plans announced by Mr Vasily Fedorchuk, deputy trade chief for the Moscow City Soviet (council), the number of shops permitted to sell vodka as well as wine will be increased by 200, and shops allowed to sell champagne as well as wine will be increased by 194.

In addition, although the authorities emphasize that they do not intend to encourage drinking through changes which they say are mainly directed against the spiralling black market in alcohol, a further 200 new shops will be licensed to sell wine, beer and champagne on weekdays between 4pm and 8pm.

"We cannot open all the planned departments and shops at once," explained Mr Fedorchuk, who claimed that the sales of spirits in Moscow had dropped by half since the anti-alcohol laws were introduced. "It is necessary to equip the shops and find the salesmen, and we do not have enough of them anyway," he said.

Although the measures are being portrayed as a move against the black market by making limited quantities of alcohol more accessible to the average citizen (vodka and wine are restricted to two bottles a person) they are being seen as a climbdown intended to remove some of the most unpopular aspects of

the anti-alcohol drive without reversing it.

It is confidently expected that other leading cities will follow Moscow's lead. Last weekend, long queues outside wine and vodka shops (whose numbers have been cut sharply) made a rare appearance on television. The film was designed both to illustrate plans to fight black marketeers and the disturbing way in which the nation has been turning to a potent form of moonshine known as *samogon*, to say nothing of more bizarre alcohol substitutes such as cheap *eau de cologne*, the sale of which is now also rationed.

"Maybe the time has come for more reasonable organization," the commentator said, showing clips of people bundled up against the cold in queues outside a Leningrad wine shop. He spoke of the rise in illegal trading in state-produced and home-brewed alcohol as citizens, tired of the queues, turned to unorthodox methods to find drink.

Mr Gorbachev's anti-alcohol campaign, the latest in a series introduced by Soviet leaders over the years, has proved the most unpopular of all his reforms.

One of the damaging side effects has been a chronic shortage of sugar, the main ingredient of *samogon* (literally "the drink which sells itself on fire"), an increase in drug taking, and a sharp jump in poisoning from industrial alcohol and other vodka substitutes.

The campaign, which has earned Mr Gorbachev the local nickname of "Lemonade Joe", has also had beneficial effects, including a sharp cut in crime and accident statistics and a decrease in the death rate.

The price of vodka has been increased to the equivalent of two days' average wages a bottle.

But the official press has in recent months reported growing instances of the campaign being ignored and the re-appearance of frequent examples of public inebriation.

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OUR SEATS
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Until now, airline seats were
built for a mythical creature called the
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On new Club World we believe that
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So we spent 18 months designing an
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comfort and support over long haul
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executives work better if they
occasionally put their feet up.

CLUB
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SPECTRUM

Sunrise from the scrapheap

In 1980, Consett in County Durham was devastated when its steel works closed with the loss of 3,500 jobs. Today the town is thriving and its rebirth is being hailed as a model of the way aid will be given to the regions in future. Peter Davenport reports

On one wall of John Carney's modest offices in the town of Consett in the North-east of England hangs a large black and white aerial photograph of the local steelworks in its heyday of production. Smoke billows from towering chimneys, 200ft high slag heaps dominate a blighted and inhospitable landscape. The compensation was that its furnaces and mills gave work to 7,000 men and sustenance to their families.

The photograph, in the conference room of the Derwentside Industrial Development Agency, is now a piece of history, a still-life of an era that has gone forever. In the autumn of 1980 the works, by far the largest employer the town had ever known, turned out its last ton of steel and the red cloud of dust it daily deposited over the rooftops was replaced instead by a pall of gloom as the redundancy notices from British Steel were handed out to the 3,500 men still on the payroll.

Through a committed development agency and the imaginative use of public and private sector finances, around 200 new companies have been attracted to start up in the town creating some 3,500 new jobs already, the same number as were lost when the steel

works closed, and with the real prospect of more to come. The rebirth of Consett is now being held out as a model in miniature for the sweeping new changes, published in a White Paper yesterday, that Lord Young is introducing at the Department of Trade and Industry, to the way aid will be given to the regions in future. Rigorous selective targeting of funds, intensive after-care services for new companies, and the provision of high quality factories have been an essential part of the Consett transformation.

There is now little evidence of the existence of a steel plant covering 650 acres which both dominated and blighted the town for so many years; the dereliction of a deserted site has been wiped off the landscape like so much dirt from a child's face. Cows and sheep now graze gently rolling green hills that hide the industrial scars; the final acres of reclamation are being re-seeded and this spring's growth of grass will further cover Consett's history, a successful completion to the largest reclamation scheme in Europe.

But the transformation of Consett is not merely cosmetic. The town still has its problems; of course, and those wishing to easily demonstrate the so-called North-South divide have no trouble finding apparently deprived children to photograph in depressing back streets. But it is wrong to judge Consett by the standards of some leafy Home Counties town. There is much still to do but few who knew it 10 years ago would argue that it has not changed for the better.

In the same week that Croyley in Sussex became the first town in Mrs Thatcher's Britain to announce full employment, it may seem cruel to even mention Consett in the same sentence, a town recently judged by a team of academics from Newcastle University as the worst in Britain in which to live.

John Carney, the chief executive of the development agency, which works to a broad represent-



Road to the future: a boy walks along a new road bringing new industries and new hope to Consett which suffered severe unemployment when the steel works closed

'I'm confident we will create 5,000 new jobs by the 1990s'

John Carney, chief executive of the Derwentside Industrial Development Agency

ing the local and county authorities, government departments and other interested bodies who have all worked together across the political divide, does not think so.

"I am very confident that we will achieve our target of creating 5,000 new jobs by the 1990s. Many of the companies we have attracted here are now sophisticated, dynamic firms with a rapid growth potential and we are still getting around 500 new enquiries a year. Our companies are very attractive to the City and venture capital investors."

"By the end of the decade at least one of the companies that have set up here, and possibly several, will be publicly quoted."

Both Carney and his senior executive John Hamilton believe that the lessons learnt at Consett have much to teach the rest of the country. They have never been afraid to say no to firms whose projected plans they did not agree with even when it has resulted in personal criticism.

Lord Young, who visited the town last November, was highly

impressed with what he saw and, they believe, the experience helped formulate his new departmental philosophy and guidelines.

There has certainly been central and local government money pumped into Consett and surrounding Derwentside, a region with a population of 88,000, since the steel closure — as well as European Regional Development Fund cash.

There has been £11 million spent on reclaiming the BSC site, which will be used in part for recreational purposes, including a dry ski slope over what was once a 200 ft high slag heap; £17 millions from English Estates to build new factories; £6.5 millions from the

local and county councils and £13 millions on improving roads and communications, vital if new companies were to be persuaded to the area.

Between 1980-87, central government put in around £16 million through regional development grants and selective assistance and to date it is estimated to have added £50 million of private sector funding, although that figure is growing.

The key phrase for investment is that it has had to be cost effective. One indicator of the careful nature of the selection procedure for companies assisted by the agency, most of which are indigenous to the region, is that those with a turnover of less than

£1 million are already active in the export market while national figures show that on average firms do not enter the overseas trade until they are turning over £5 million a year.

The town has also learnt the hard lesson of over dependence on one industry, so the range of diversity of the new companies is vast, from high tech, computer-based firms to foodstuffs and the production of one million disposable nappies a day. Last year the top 20 new firms in the 38 new industrial sites in Derwentside enjoyed a joint turnover of £100 million pounds and employed 2,000 people. By the end of 1990 it is projected that will have grown to £190 million with 3,200 jobs. At

its height the steelworks had a turnover of £75 million.

The temptation in the early days would have been to accept with open arms and open coffers any firm who offered to set up in Consett in the wake of the steel closure, even if there was a risk they would only last a short time. That never happened. Only those firms judged to have sound propositions with real potential for growth were backed.

Today that rigorous selectivity is paying off. Before I left Consett, Carney and Hamilton drove me through the sludge and grime of the former Hownsgill Plate Mill on the old steel works site, the only part of the plant still left standing. Stripped to the bare bones of its giant girders and foundations stretching for five eighths of a mile, it is now being turned into a complex of shiny, new high tech offices.

"Every single one has been taken," says John Carney with an understandable pride, "and we're not finished yet. Come back in five years time and you will see the full blossoming of Consett."

Flying a desk back in time

Visitors to Oxford will soon find that history has taken on a new, noisier dimension

Travelling at four inches a second — and through 800 years in half an hour — visitors to Oxford will this spring be able to enjoy a remarkable journey through the city's past. Seated at desk-shaped time capsules they will be taken up a kind of historical helter skelter with tableaux showing developments from 1167 to the present day.

Designers for Heritage Projects — creators of the highly successful Jorvik Viking exhibition in York — have been scouring Oxford for authentic sound effects, from the squeaking of shoes on library floors to the sound of college bells. Quarter peals of Stedman Caters and the inappropriately named Cambridge Minor have been rung to order — with the academic who first dreamed up the whole idea taking his turn on the tenor bell.

"It will be a tremendous soundscape," says Dr Gerard



Gerard McCrum, a nose for history: but will they rise smells in Oxford like they have in York?

McCrums, whose enthusiasm for giving Oxford the Jorvik treatment has pushed the project through in the face of much scepticism. "At York they have smells, too. It's uncertain yet whether we will have smells."

The only odours currently detectable on the site of the Oxford Story — formerly a children's bookshop — are those of paint and sawdust. But Dr McCrum proudly guides visitors through the whimsy cartons and piles of plaster which, by March, will be transformed into a £22 million trip in time.

"We've finished with Wycliffe — and here's the Dissolution of the Monasteries," he says.

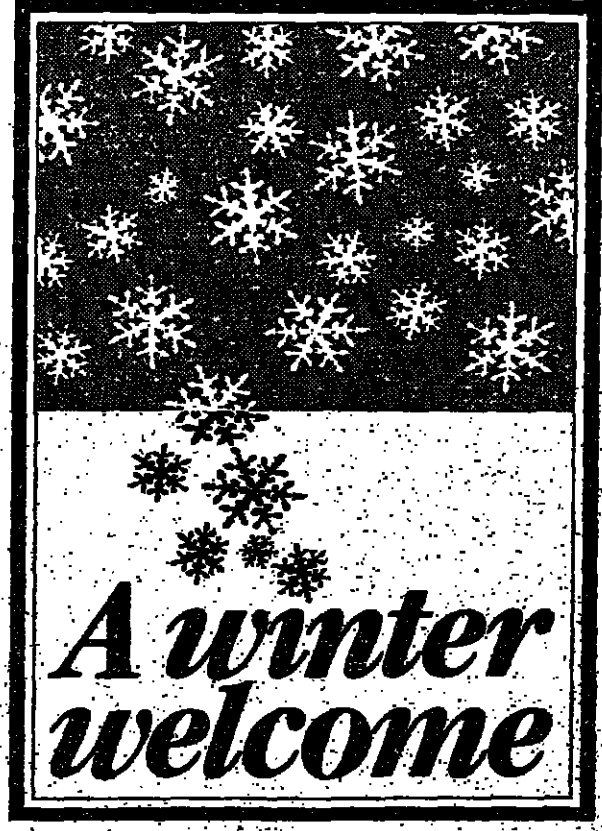
Dr McCrum's subject is engineering — and pleasing to his specialty. It is a material which appears heavily disguised in all kinds of unexpected places in the Oxford Story, helped out by the odd authentically rusty hinge. But the core of the exhibition is a genuine bastion of the medieval city wall in which, it is rumoured, Crammer and Ridley spent their last hours.

The university has a 20 per cent stake in the project — and its official historian, Dr Michael Brock, has the final say over content. Academics, always unwilling to trust anything that smacks of fast-food style learning, are reserving judgement until they see the final product. But McCrum is convinced that pre-packaged history is better than none at all. The idea for the Oxford Story first came to him five years ago after an article in *The Times* urged universities to go out and sell themselves.

Most Oxford residents are familiar with the bewildered tourist looking round for something called 'The University' — and McCrum decided to do something to make the colleges more visible. "I've always been interested in this kind of gallery, and I've seen one on holiday in St. Mark's that I thought would be the ticket," he says.

After a two-year flirtation with Madame Tussaud's, he finally made a suitable match

"Free weekends with free breakfasts. Free bottles of spirits. All for staying in hotels I already find quite splendid."



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CONCISE CROSSWORD NO 1461

ACROSS
1 Retreating waves (8)
5 Go beyond (4)
9 Pale beer (7)
10 In the midst of (5)
11 Make into statue (5)
12 Wooden shoe (5)
13 Lutra lutra (5)
15 Follow to source (5)
16 Stagger (5)
18 Running score (5)
20 Curse (5)
21 Deliberate insult (7)
23 Old Peterborough district (4)
24 Buntings (8)

DOWN
1 Get round (6)
2 Washington district (8)
3 Succeed (3)
4 British Museum inspirer (3,4,6)
6 By unknown hand (4)
7 Italian man (6)
8 Capriciously (8)
11 And so forth (2,6)
14 Irksome (8)
15 Degree dissertation (6)
17 Crowd roughly (6)
19 Small (6)
22 Distant (3)

SOLUTION TO NO 1460
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21 Wilful 23 Elapse 24 Mrs 25 Derby 26 Treaty
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THE TIMES DIARY

Spy Master

Sir John — soon to be Lord — Donaldson, the Master of the Rolls, will be presiding over the government's *Spycatcher* appeal when it starts in the Court of Appeal next Monday, despite speculation that he would rule himself out. The suggestion came because he has already sat on the *Spycatcher* "contempt" case involving three newspapers which went to the House of Lords last summer over the publication of extracts. Donaldson was at pains yesterday to point out that the belief that Masters of the Rolls — Lord Denning in particular — handpick the cases they want to sit on — is a myth. While there are types of serious cases which normally go to the Masters, he said, the composition of the court for the *Spycatcher* case (there will be two other judges), like any other, was decided three months ago. Nor, he added, did he feel disqualified because of the earlier case. "If I thought I would not be sitting."

Racing on

A Labour council has given Reg Race its plum job five years after a boundary change forced him out of his parliamentary seat in London's Wood Green. The former hard-left Labour MP has become director of Derbyshire, one of the most left-wing county councils in the country. After leaving Westminster Race became head of the programme office at the GLC in charge of policy monitoring and faced an avalanche of Tory accusations about political patronage. After a spell cutting down officers' expenses at ACTT, the cine-technicians' union, Race last year landed a short-term job at the Local Government Information Unit, an operation paid for by Labour councils — and one of a number of Labour-run outfits which have provided work for former GLC stalwarts.

● Still on the subject of Derbyshire county council: a reader tells me that as a recent but failed candidate for a job there he received a nine-page booklet outlining its equal opportunities in employment policy, a message which is repeated over most of its other promotional literature. But some applicants appear to be more equal than others. One information sheet says: "Candidates for posts of senior lecturer or above may claim first-class fare."

Highway patrol

Dr Tony Ridley, the chairman of London Underground who has been in the forefront of the King's Cross fire investigation, last week received an award — the first ever made — by the Institution of Highway and Transportation. Ridley, who was responsible for the Metro on Tyndale and the development of the Hong Kong mass transit system, is in charge of the Docklands Light Railway, whose opening last year was delayed by technical breakdowns. He was a joint recipient with John Cox, an engineer responsible for the Preston by-pass — the forerunner of the M6. Strides me (and I should think the scourge of M6 motorway cones, Brian Redhead) that, despite these impressive credentials, the award could have gone to less contentious individuals.

BARRY FANTONI



"No more for me thanks, I'm flying"

Quote unquote

Provisional Sinn Féin has got itself into a fix in seeking a famous Theophrastus to support its cause. *Republican News*, the party's propaganda sheet, this week incorrectly quotes Peter O'Toole saying that violence was forced on the IRA by "British tyranny" and adding: "Whether they do or do not want a united Ireland, I want it and those who don't will have to accept it when it comes." *Republican News* now concedes O'Toole never made the remarks and plans to retract them to Richard Harris. The only problem is that Harris yesterday repudiated the quotation, itself taken out of context from an interview with a Dublin magazine. *Hot Press* Harris, currently rehearsing a play at a university campus in Pennsylvania, says he has long lost any sympathies he could have harboured for the cause. "I could never condone or excuse IRA violence in any form. What happened in Enniskillen and Harrods was disgraceful."

PHS

Lord Young explains the thinking behind yesterday's White Paper

Helping British industry to help itself

When I came to the Department of Trade and Industry last June the economy was booming, unemployment was falling fast, exports showed that we were now more competitive but, and here was a real but, our policies had not kept pace.

Nothing I saw convinced me we had yet found the best ways to help commerce and industry. It was not that the programmes were not successful — some were — but there were far too many of them and the successful schemes were hardly known.

My objective was to assist the process of increasing prosperity and to champion the people who could make it happen. The plans to achieve this are explained in detail in the White Paper published yesterday. Enterprise will be at the heart of our work: the two pillars being open markets and individual initiative.

Markets are open when freed from over-regulation by the state and defended against exploitation by monopolies or cartels. They are the best guarantee that all will benefit by the enterprise and hard

work of the people — the life blood of the economy.

So the DTI will strive to keep markets open and free and maintain a strong competition policy. We will extend private ownership and work for further deregulation in Britain and Europe. We will play a full part in international trade negotiations and in the Europe's rapidly approaching single market.

We will use regulation to promote and foster the market; not to deter investors or drive away customers but to win their confidence. Enterprise is the sum of the talents of all those who dare to use their initiative to supply their fellow citizens with the goods and services they want.

In overcoming the bias enterprise has suffered too long, the DTI will encourage entrepreneurs to take an active part in creating prosperity. We will strive to bring schools, universities and colleges to a closer understanding of the needs and aspirations of the world of work. We want at least ten per cent of teachers a year to have practical experience of business

and pupils not only to have work experience but to run their own businesses.

But it is not enough simply to rely on a sense of enterprise. There is a real role for government: our main concern must be the competitiveness of all our industries, be they manufacturing or commerce. I do not refer just to prices. I am among those who believe that the decline of British manufacturing can be traced to the exclusion of design, quality, delivery or after-sales service. There are many elements that contribute to competitiveness but they can all be simplified into the need to provide what the customer wants. We can only achieve that by improving management.

Competitive firms need good industrial relations, effective financial systems, innovative use of technology and quality in the design of both products and processes. All these are brought together by management. It matters less whether the business is service or manufacturing. Indeed technical change and information

technology have already blurred this distinction. We must work with industry to help them find their own solutions.

Our approach is not exhortation, nor direct intervention, but helping firms to help themselves by changing their own management systems, using expert private sector advice. If our programmes are to succeed then they need to be marketed. That is why we are about to embark on a campaign to bring these opportunities to all who run our small and medium companies.

Let our managers seek the advantages of good design, better quality, expert marketing and all the other ways of improving performance. Then we can provide the help and assistance.

The need is there. Time is not on our side. We live in an increasingly competitive world, not only internationally but in the single European market that will be with us within five years. I am determined that we will play our full part in the competitive world of the 21st century. On that depends our future prosperity.

No room for religion



Cardinal Basil Hume, Archbishop of Westminster, expresses Catholic concern at the new education bill's destabilizing effect on church schools

concern to me is the proposal for the setting up of grant-maintained schools. The so-called "opting-out" process, as now presented, offers a serious threat to the balance and very provision of Catholic voluntary education.

At present the trusteeship of Catholic schools is in the hands of the diocesan bishop or a religious order. The trustees are the owner of the school, responsible for its trust deed and ultimately for the permanence and Catholic character of the school. All of this could be torn asunder if the present proposals pass unamended.

Application for grant-maintained status may be made, the bill indicates, if the governing body resolves to do so by a simple majority or if a secret ballot of parents establishes a simple majority of those voting. If the latter occurs then the application must go forward even if it is opposed by the trustees, the headteacher, staff, governors and other parents in the Catholic community who might thereby suffer harm. The Catholic character of a school might be threatened by such a move. Catholic parents of primary school children might find their Catholic secondary school had become a grant-maintained school and was no longer open to them except under its own admission procedures.

A transient group of determined

parents could thus change the role of a school, without always realizing the implications for Catholic education as a whole. It is important to understand that no Catholic school can stand in isolation from others in a given area. Educational provision is planned by the Church to serve the best interests of all the Catholic pupils of an area.

There are further threats in these proposals. Governors appointed by the bishop or religious order as trustees are intended to outnumber other governors by two. Additionally, however, the Secretary of State may appoint two governors if he sees fit. Thus from the outset the majority enjoyed by the "foundation governors" — appointed by the trustees — will be extremely fragile. It is also proposed that the trustees can be ignored throughout this whole process of "opting out".

The implications are extremely serious. Any group or faction may initiate the process of application for grant-maintained status. They may gain influence among parents without their true motives becoming known. Financial inducements may indeed be considerable, especially in the early years. There does not exist, I am sure, a

deliberate intent thus to imperil the whole voluntary school sector, but that could be the direct consequence of the proposals.

The minimum safeguard that the Catholic community might accept would be an amendment to the effect that, in the case of a voluntary school, the consent of the trustees must be obtained before a school may seek grant-maintained status.

My third major worry concerns admissions to schools. If Catholic schools are to continue making their distinctive contribution, it is crucially important that their pupils be drawn primarily from families who subscribe to the same religious and moral values. The present proposals seek in the main to extend admission numbers. Where spare capacity exists schools would have to admit pupils up to their so-called standard number. Governors would be obliged to admit applicants without regard to the balance necessary to preserve the Catholic character of the school.

I am conscious that I seem to adopt throughout a defensive attitude towards the new thinking behind the bill. I do so without apology. I am convinced that voluntary schools have made and are making a noteworthy contribution to the whole educational endeavour.

Changes there must be but I would prefer to see much greater emphasis on producing, supporting and enabling ever more excellent teachers. After a lifetime involved in education, I am convinced that the essential requisites are: competent teachers, well paid because highly esteemed by society, small classes and the provision of adequate resources. Reform starts here.

There are departments of applied sociology at Moscow, Leningrad, Russian and the Ukrainian universities. Korobeynikov conducts the special course at Moscow University on public opinion research. There are 50 full-time students and 20 night students in the third year of a five-year course. I asked about the perception in the West that Gorbachev has upset many Soviet people. Did his support for public opinion present a risk for him? Korobeynikov's response was guarded in an otherwise frank interview.

"I don't think so. All this is a function of the old guard, and people are tired of that. The people were expecting to see a man who would push the old guard out and far away. In Siberia or somewhere else. Yes, somewhere far away. We have a lot of letters that demand real punishment of these people. They've done very much harm to the Soviet Union. The voice of the people is on Gorbachev's side."

Timothy Yeo

An alternative to tax cuts

If the Chancellor of the Exchequer wants to use his next Budget to give maximum relief to those earning less than £21,000 a year he should not cut the basic rate of income tax. More than 20 million people, over 96 per cent of the working population, fall into this category. Every single one would benefit more from reductions in employee insurance contributions than from income tax cuts.

While a switch of emphasis away from the basic rate of tax might seem to be abandoning one of the government's most cherished aims, it would in fact represent progress along a route pioneered by Nigel Lawson in 1985 when concessionary national insurance contribution rates were introduced for the lower paid.

Improved targeting of resources is another proclaimed government objective. The recent decision not to uprate child benefit fully was defended on the ground that social security expenditure should be concentrated more accurately on those in the greatest need. Why not apply the same approach to taxation policy?

The state of the economy makes this an exceptionally favourable time to reform the tax system. The previously elusive combination of rising public spending, falling government borrowing and further tax reductions is within the Chancellor's grasp for the second successive year. Changes in the tax treatment of married women are needed and should be initiated this year. Even more urgent consideration, however, should be given to phasing out employee national insurance contributions as a cost effective alternative to cutting income tax.

For while everyone would like to pay less tax, it is those on average earnings and below who are now most in need of relief. A married man on average earnings today pays about 20 per cent of his income in tax, compared with nothing before the war.

It would cost £3.2 billion to cut the basic rate to 25p. If this money was applied instead to reducing employee national insurance contributions, a married man on £200 a week would be £4.24 a week better off compared with only £2.48 after the basic rate cut. Similar differentials apply at other earnings levels, although the disadvantage of the tax cut is less as income approaches £400 a week.

Cuts of this kind are so demonstrably fair that they would be hard to oppose, and the process could be carried much further once it was recognized that, from the wage-earner's viewpoint, the basic tax rate was not 27p but 36p, made up of 27p tax plus 9 per cent national insurance contributions.

Instead of aiming for a 25p basic tax rate, equivalent to an effective rate of 34p, the government should raise the income tax rate to 30p and abolish employee national insurance contributions altogether.

however . . . Pearson Phillips

My brilliant careering

Well, that's it. Time to move on. I hope there won't be any regrets. There have been some good times. But as far as I was concerned it was always a stop-gap relationship. I'm ready for another now. The problem is, how am I going to dump her with kindness and decency?

"I should find a big old quarry, if I were you, and leave her in it," says my local garage man. He doesn't have quite the same sentimental view about motor cars as I do. I have never been clever about getting rid of them when things have run their course. I usually drive them until they drop and then put them out to grass, like superannuated pit ponies. My cottage is surrounded by semi-retired vehicles that nobody wants.

The question is: what next? I can feel a faint stirring of responsibility which indicates that it is time for something a little dashing. Psychologists will recognize the symptoms. As New York shrinks would put it, I am about to re-invent myself. We do it every time we get a new car.

Mine have veered from one extreme to the other. Big, dangerous and anti-social one moment; humble, economical and inconspicuous the next. I must be the only man in the world who has traded in a scarlet E-Type for a Morris Marina.

These wild swings of mood have normally reflected my emotional or marital status. "I see you're on the loose again," was the way one friend put it when he saw me climbing out of a big, black, soft-topped Jaguar XK 150. It was during my ownership of that vehicle that I squired a lady far out of my league who subsequently blossomed as an international star of screen and stage. I met her again the other day. "The funny thing is," she said, "fleeing me with her perfect smile." "I can remember nothing about you at all, except your car."

together, at a net cost of £8.7 billion. This policy switch would not only achieve far better targeted tax relief but would also introduce a much simpler and more rational tax rate structure.

At present, taking into account income tax and national insurance, there are no fewer than 12 different marginal tax rates. In addition, those people whose earnings rise through the £41, £70 and £105 per week thresholds face marginal rates of over 100 per cent, which would be eliminated altogether by abolishing employee national insurance contributions.

At a time when the disincentive effect of the poverty trap rightly causes much concern, this opportunity of reform should not be wasted. The present irrational structure of marginal tax rates, rising in arbitrary jumps from 5 per cent at £43 a week to 36 per cent at £868 a week would be replaced by six marginal rates, progressing logically from 30 to 60 per cent as incomes increase. This would still leave it open to the Chancellor to abolish or reduce the highest rates.

For employers there would also be a significant administrative saving in not having to make separate calculations and entries for employee national insurance contributions.

Pensioners who pay tax but not national insurance could be compensated by raising the married and single allowances by £1,385 each at a full-year cost of £775 million, thus ensuring that every pensioner with an income below £18,700 a year would be better off — substantially so for those with less than £10,000 a year. If the price of this protection was considered too high, the lower income pensioners could be helped much more cheaply.

The only slight losers would be those people whose income was exclusively derived from investments and who had no earnings or pension at all — a negligible group which has already benefited enormously from other tax changes since 1979.

A basic tax rate of 30p, coupled with abolition of employee national insurance contributions, would equate with a cut of 6p from the present 27p rate. The total cost, including full protection for pensioners, would be about £9.5 billion a year, achievable within the life of this Parliament if the growth and spending patterns of the past five years are sustained. Eliminating employee national insurance contributions would be a fairer, simpler and more cost effective way of reducing tax than lowering the basic rate. For Mr Lawson it would have the further advantage of enabling him to retain the 25p basic rate as an objective for his second decade as Chancellor.

The author is Conservative MP for Suffolk South.

Robert Worcester, chairman of Mori, on the advance of opinion research in Russia

Pollsters among the proletariat

French media, showed 53 per cent in favour of a pull-out from Afghanistan. Yet another ISI survey was a US/USRI poll commissioned and published last month by *Newsweek* on the state of Soviet-American relations. In the pipeline is another joint survey with the Japanese.

The director of the ISI's Centre for Public Opinion Research is Valery Korobeynikov. I met him at the last annual Congress of the World Association for Public Opinion Research and discussed with him developments in polling in the USSR.

In June Korobeynikov was one of the two dozen sociologists, jurists and humanists invited to meet Edward Shevardnadze, the Soviet Foreign Minister, to discuss the development of democratization and *glasnost*. Shevard-

nadze agreed that *glasnost* involves taking public opinion into account in decision making.

There is a history of public surveys in the Soviet Union, but it is clear that the pace is quickening. Regional development began in 1975 when Shevardnadze started the Georgian Centre for Public Opinion; after that similar establishments were created in Azerbaijan and Estonia.

A new wave took place after the June 1983 plenum of the Central Committee when Konstantin Chernenko (then party secretary for ideology) mentioned the need to gauge public opinion. Since then, nearly 500 regional party committees have set up councils for public opinion research.

There are many difficulties in assessing public opinion in the USSR, but the Russians are clearly

trying to improve methods and standards. The pollsters have a system of offices, which can be the Central Committee or a department of the government, and some results are published in their professional journal, *Sociological Research*, or in the mass press.

There are departments of applied sociology at Moscow, Leningrad, Russian and the Ukrainian universities. Korobeynikov conducts the special course at Moscow University on public opinion research. There are 50 full-time students and 20 night students in the third year of a five-year course. I asked about the perception in the West that Gorbachev has upset many Soviet people. Did his support for public opinion present a risk for him? Korobeynikov's response was guarded in an otherwise frank interview.

"I don't think so. All this is a function of the old guard, and people are tired of that. The people were expecting to see a man who would push the old guard out and far away. In Siberia or somewhere else. Yes, somewhere far away. We have a lot of letters that demand real punishment of these people. They've done very much harm to the Soviet Union. The voice of the people is on Gorbachev's side."

All cars began to look more or less the same, taking on a generalized, caring, unthreatening shape. Even those ones capable of wicked speeds and thrusting male chauvinist acceleration kept all that quiet under the innocuous countenance of a family runabout.

At the same time, another phenomenon began to multiply throughout the land. More and more women began to get company cars. Nothing, I fancy, has done more to upset the balance of nature than the female executive motorist. How can you expect to keep them at home when some meddling corporate sugar-daddy has provided them with their own Ford Escort and free petrol? "You are allowed to use it too," they say, "for shopping." Terrific.

I am told that in America there are already signs of a backlash by bruised males against the feminist tide. The worm is beginning to wriggle a bit here, as well. Does anyone know of a cheap Ferrari with a good handbrake?



1 Fennington Street, London, E1 9XN Telephone: 01-481-4100

SECURITY AT A PRICE

This week's Pentagon report on the long-term defence of the West deserves to be studied and debated throughout Europe. It should not be left to gather dust.

The report wants the Europeans to spend more on their own defence, and rightly so. The members of the commission which drew it up are on the hawkish side — most of them from a previous generation of hawks at that. This will be seized on by some Europeans as an excuse to dismiss their conclusions.

Some American officials, wanting to steady the diplomatic boat rather than direct it into new waters, are also attempting to dismiss the whole exercise. It will not be dismissed that easily.

The document is not always expressed in the way that will best help its case. The US must seek to contain Soviet expansion in any part of the world, it ringingly declares, and will need "forward deployed forces" in some critical areas. That is the rhetoric of the Truman doctrine, and of Kennedy's inaugural. It was convincing and effective when Truman used it because the Stalinist wolf was at the door. The whole civilized world — including all the major Western European political parties of right and left — could see that a vast new defence effort was needed because there was a clear and immediate danger to Western Europe from the Soviet Union.

In later years, however, much depends on what is meant by "contain" and "deployed forces". If it means fighting remote wars against Soviet-backed forces, the American public have long since made it clear that they are not prepared to pay the resultant price in blood and treasure. Had he lived, Kennedy would have seen his inaugural bluff called in Vietnam.

The new report's tone suggests that, after all these years, there are still influential Americans who cannot resist bringing a touch of messianism to what should be questions of diplomatic calculation and the prudent maintenance of a balance of power between potential enemies. One of the commission's members was Dr Kissinger, author of a study of that classic diplomatic realist, Metternich. Dr Kissinger would know better.

The Washington summit, and the cleverness of Mr Gorbachev in apparently convincing much West European opinion that he means

us no harm, will also make the arguments harder to sustain. "Western thrusts deep into Eastern Europe if NATO is attacked", as the report puts it, would be the only way in which the West could frustrate such an attack. But in the present climate this may sound provocative and risks losing converts to the cause of continued vigilance against the Soviet Union.

More defence spending is, however, the only way in which security against the Soviet Union can be guaranteed — no matter how benign Soviet protestations may now be. According to the latest NATO figures, the West European members of NATO spend on defence 3.4 per cent of their gross domestic product compared with the United States' 6.6 per cent. This is a serious disparity. Americans cannot be expected to bear this burden indefinitely, however much their military presence in Western Europe assures them of their status as a superpower.

Among the three largest West European states, Britain is the biggest defence spender with 4.9 per cent of GDP, and the figure was recently 5 per cent. France is on 4 per cent and West Germany 3 per cent — though that 3 per cent is deployed with relative efficiency, compared with Britain, because West Germany's is a conscript army which does not have to spend on married quarters. None of this is enough.

But it is not simply a matter of crude numbers. The extra money must be wisely spent. That means more for high-technology weaponry — Western high technology being superior to Soviet. The Soviet Union will invariably catch up, or overtake the West in certain technologies. But, if the evidence since 1917 is any guide, the West will maintain its overall superiority — as long as the political will and co-ordination are there.

Western Europe may eventually be able to contain the Soviet Union's conventional forces by largely technological means. A single high-technology homing shell — capable of directing itself to a £2 million tank — is estimated at present prices to cost only \$50,000. In political terms it ought to be cheaper, too. Vast conventional armies would be needed to deter for certain the conventional forces of the Soviet Union.

Europe does not want to pay the price for that. It should consider the price that it must pay for the alternatives.

MARKS FOR ENTERPRISE

Lord Young has now developed almost a personal style for his White Papers. He produces "action programmes" with an eye as much on changing ideas as on setting out policy. His new White Paper, *DTI — the Department for Enterprise*, takes in a number of important matters, the abolishing of regional development grants, an increased role for the Office of Fair Trading in mergers, and a somewhat uninspiring statement of Britain's foreign trade policy. Many of these deserve detailed debate in their own right.

There is, however, a genuine reason for presenting at least some of these measures in one package. As advertised in his statement of objectives last October, Lord Young is trying to change the Department of Trade and Industry fundamentally.

The DTI is hardly an historic Whitehall empire in its present form, having been reassembled in 1983 following a short life in the Seventies. Yet in that time it has inevitably acquired the ethos of subsidy, control and second-guessing businessmen which was associated with the former Department of Industry. Lord Young wants to get rid of that, substituting, perhaps, the old role of the Board of Trade as adviser and supervisor.

The kernel of that change is to switch the department from intervening in existing big industries to encouraging the formation of new companies. It is symbolized by abolishing the presumption that any large company not beholden to some other Department was "sponsored" by the DTI — an idea that surfaced with suitably bizarre results in the Westland affair.

Out go Whitehall's industry groups in favour of market divisions staffed with statisticians, consultants and forecasters. Far more of the DTI's staff will be dispersed to an enhanced regional network where they are to provide a range of services to ventures rather than seeking, often vainly, to drag down the top companies. This fits the structure to the reduced function brought by privatization. Until now, Whitehall has had the paraphernalia of a French or Japanese approach to big industry without the creative will — let alone the confidence of industry. It is only a

city that the changes will apparently not save taxpayers any money.

Publicity is important in changing a culture. But it is a complex job. That is evident from changes in regional policy, which will cut specific aid and re-orient it to smaller companies. Automatic grants will go, discouraging the idea that investment in the regions needs a subsidy to be attractive. But discretionary grants will stay, not least to attract mobile investment from abroad. Discretion is the tool of Whitehall power — and will not please British companies who see new competitors from abroad specially favoured.

In support for innovation, for instance, this new approach begs more questions than it answers. Given the appallingly low level of industrial research and development in this country, any reduction in existing state incentives needs to be carefully justified and balanced by new ones. (Compulsory disclosure in company accounts, an issue still dacked, is one that does not cost money.)

The abolition of research and development and innovation grants to individual companies, save very small enterprises and exceptional cases, will not be the greatest loss. The support for innovation programme, in particular, had fallen into confused decline. Increased emphasis on collaborative programmes is both in line with the market philosophy and sensible. Yet this implies a more *dirigiste* approach as well as an increase in funds. The White Paper implies that money support may fall.

The Government has shown no stomach for a national space programme. There are many other equally vital possibilities, not least in much higher-powered integrated circuits to miniaturize computer assemblies. The promised review of DTI research establishments may be welcomed by industry if it is geared to such priorities. Collaborative ventures will, however, often raise the same issues as space or aircraft launches, which the DTI still grudgingly supports. If collaboration is across boundaries, Britain will need to give as much support as Germany or France. Enterprise will determine Britain's future, but it does not always come small or cheap.

WHY MR HUME WAS WRONG

Mr John Hume's meeting with Mr Gerry Adams of Provisional Sinn Féin on Monday resurrects the question of what justifications (if any) a democratic politician can find to sit down with a politician who is a front man for terrorists. It is a question to which Mr Hume has found the wrong answer.

Mr Hume leads the predominantly Catholic Social Democratic and Labour Party, which is the only party vehicle for constitutional nationalism in the province. During this decade, it has struggled to cope with the electoral success won by Provisional Sinn Féin and in this effort it has been modestly helped by the Hillsborough Agreement. Mr Adams is the plausible face of the IRA's public relations campaign and its chief electoral strategist.

Mr Hume has been defiant in the face of the scorn and hatred which irredentist nationalism calls down on the advocates of peaceful change. But he currently appears to believe that Mr Adams and the IRA are inclining towards a more "political" stance and are ready to rely less on murder and injury.

The publicity advantage to Mr Adams of the meeting with Mr Hume is obvious. There is even a suggestion in the air that the public revulsion after Enniskillen has been such that the IRA might contemplate a cease-fire. Mr

Adams has recently given an interview in which he sounded tired of violence and hinted that its effectiveness was overrated by the IRA and that more could be achieved by political methods.

Elsewhere, however, notably in the huge volume of arms seizures in the past few months, there is accumulating evidence that the IRA intends to apply political pressure by killing people for a long time to come. These contradictory signs are evidence either of Mr Adams' acknowledged mastery of hypocrisy or of some disagreement over tactics — not strategy however — inside the IRA.

If the latter is the case, it would not be for the first time. The IRA has regularly switched the emphasis between "politics" and violence in order to maximize political pessimism and human weariness. The objective, however, remains the same: the severance of the British connection with Northern Ireland.

The likelihood that Mr Adams is about to disavow murder practised by the IRA is low. The likelihood that the entire organization would be behind him if he did is lower still. After such a disavowal, Mr Hume could talk to them. But he has no business doing so before that change of heart.

LETTERS TO THE EDITOR

Scope for contacts with Japan

From the Chairman of UK-Japan 2000 Group

Sir, In your excellent leader on January 7 ("Embassy to Japan"), in which you spoke of "lack of deeper everyday contact" between the UK and Japan and a "deplorable dearth of Japanese language-teaching in Britain", you touch on two particular concerns of the UK-Japan 2000 Group. We were set up in 1984 with the blessing of the two prime ministers as a high-level, non-governmental discussion forum to improve relations, further understanding and promote wider contacts between Britain and Japan.

At last year's conference at Göttingen, in Japan, we devoted an entire session to education and in particular to the teaching of each other's languages. Many Japanese learn English as a dead language and relatively few of the millions who study the language at school learn to speak it with any fluency.

In Britain, the situation is far worse: our university departments of Japanese studies produce no more than 40 or 50 graduates a year and very few schools offer Japanese as an A-level subject.

As a first step, we want to see a doubling of the output of UK graduates in Japanese with six months' study in Japan as part of their course. Relatively tiny sums switched from other subjects could, over a few years, have a dramatic impact on the output of Japanese-speaking graduates.

Educational reform

From the Head Master of Leicester Grammar School

Sir, The Baker proposals for the reform of our educational system have so far generated more heat than light among the educational establishment. This is because no establishment will ever vote for the curtailment of its powers — and powers are precisely what the current debate is about.

Many chiefs of local services are quite appalled by the constant interference of politicians in the running of their services. Ask any polytechnic director his views about the freeing of polytechnics from local education authority control!

Greater independence from local authority control is vital in many areas, not least in education. The independent schools, with their impressive results (not just in the academic sphere) are an example of what can be achieved and it is worth looking at the distinctive marks of such schools if we are to improve the quality of State education.

Most of them already have a rigorous system of regular testing in order to monitor not only the progress of the pupils, but the effectiveness of those who teach them.

Although free to construct their own curriculum, most have a broadly-based programme, with the minimum of options in the earlier years, which corresponds closely to the national curriculum; moreover this has been achieved

On the question of broadening social contacts, we aim to open up discussions on a range of subjects of concern to both countries. Last year, it was education reform. Next weekend, following a lead given by the Japanese side last year, we are discussing urban and regional issues, where the problems of the concentration of economic activity around greater Tokyo have many similarities with those we face in Britain.

Our role is not to solve problems, but to be a catalyst on issues where interested parties in both countries might be encouraged to seek contacts and start talking. The group will, however, fail if our deliberations are not followed by action.

If we are to achieve the "deeper everyday contacts" which you, Sir, rightly call for, we must engage the attention of many thousands of individuals and organisations in both countries. It is they who must be persuaded that their understanding of and contacts with the other's country must match the new international roles each of us has chosen — Britain as a member of the European Community, Japan with her new, global economic responsibilities.

Yours etc,
JENKIN OF RODING,
Chairman,
UK-Japan 2000 Group,
15 Old Bailey, ECA,
January 11.

without abandoning subjects such as classics, whose value is cultural rather than commercial, and religious education, which, although protected by statute, is fortunate if it achieves little more than lip service in many LEA schools.

Independent schools are for the most part not run for private profit but are charitable trusts, managed by trustees in a way which will clearly be a model for the grant-maintained schools.

This guarantees a large measure of autonomy in the day-to-day running of the school, including, most importantly, decisions on spending priorities. Many, of course, are sceptical, but this is a powerful indicator of the eagerness with which they are sought.

If a school is to be truly accountable to the needs of its constituents it must be user-driven, not producer-driven. What concentrates the mind of an independent school head every day is that he must satisfy his customers or go out of business. Such market forces have been seen already to improve the quality of education.

This is why a move towards greater independence in the maintained sector must be achieved. It is also the reason why the Baker proposals do not have to apply to the independent sector, as they can be seen largely to apply already.

Yours sincerely,
JOHN HIGGINBOTHAM,
Head Master,
Leicester Grammar School,
Applegate, Leicester,
January 4.

Mystery of life

From Mr Armand Gouliapian

Sir, In his article, "Mon ami, why so miserable?" (January 5), Henry Stanhope raises an interesting though irritating question: why or why not are some people happier than others?

The idea of conducting a survey on public happiness seems to me profoundly absurd and ridiculous. The people who do this probably imagine that at the time of the computer nothing human can preserve its mystery and all can and must be measured, weighed and understood.

Despite that simplistic attitude, happiness can yet be found in the most unlikely places.

A French journalist recently wrote a book called *La Cité de la*

Joie after living for some time in one of the most desolate districts of Calcutta. As a Frenchman living for one year in Britain and deprived consequently of beaumont, brie and camembert, I don't consider myself as the most miserable person in the universe. Nor do I deem myself one of its most fortunate inhabitants.

Popular wisdom — a safer and truer guide than most surveys — has a French proverb which says that "the happy people have no history". Don't we find a very similar judgement in the English phrase according to which "ignorance is bliss"?

Yours sincerely,
ARMAND GOULIPIAN,
4 The Pastures,
Repton, Derbyshire,
January 6.

Burnt offerings

From Mrs B. M. Chambers

Sir, Bernard Levin's reference (article, January 4) to the burning of books by totalitarian states made me wonder, not for the first time, what the secret of book-burning is.

I was burning a felled hawthorn tree in the garden and decided to make use of the hot fire to dispose of last year's calendars, old holiday brochures and a pile of galley and page proofs, which must have equalled a half-a-dozen sizeable books without covers. Did they burn? No. The edges charred but the mass of paper remained obstinately untouched.

Separating the pages with a fork resulted in a few flare-ups, but there is still a solid hump of unburnt paper in the dead ashes. How would one deal with, say, hundreds of bibles or other forbidden tomes?

Yours faithfully,
BETTY CHAMBERS,
50 Shefford Road,
Meppershall, Bedfordshire,
January 6.

Multum in parvo

From Mrs J. M. Gorsuch

Sir, Sexism is clearly alive and well in the City. What other explanation can there possibly be for the fact that, although our holdings in Rolls-Royce are identical, my husband received a dividend of £2.63, whereas I received a mere £2.62?

Yours faithfully,
JENNIFER M. GORSUCH,
Maybays,
Berks Hills,
Chorleywood, Hertfordshire,
December 28.

Pension complaint

From Mr R. H. Spikes

Sir, Mr A. T. Clark's letter (December 28) on the payment of pensions is valid, but only half the problem. Some two years ago I wrote to the DHSS suggesting that, in order to reduce the cost of weekly payments, they should not only pay in the middle of the month, but also use the calendar month in order to fall in line with nearly all other pensions, and the bills they have to pay.

I received the usual letters saying that my suggestion would be "taken into account". Meanwhile we continue with the expensive weekly payment system, partly because no alternative is available that is fair to the recipient.

Isn't it time for our Civil Service to do a little lateral thinking and learn from the experience of industry and commerce?

Yours faithfully,
R. H. SPIKES,
Ragor, 33 Portway,
Street, Somerset,
December 28.

Numbers game

From Mr Alexander Osborne

Sir, My daughter recently received a request from the Home Office to provide them with her national insurance number. She was asked to quote, in any correspondence, "the above reference number", which was (yes, you guessed it) her national insurance number.

Yours faithfully,
ALEXANDER OSBORNE,
19 Rickyard Meadow,
Redbourn,
St Albans, Hertfordshire,
January 5.

Human rights as condition of aid

From Miss Vanessa Edwards

Sir, Many people would agree with Margaret Daly (January 4) that the human rights record of a government should affect the decision whether to grant it bilateral or multilateral development aid, given that such aid inevitably suggests some degree of approval of the recipient regime. The current Lomé Convention (Lomé III) does not, however, contain an "essential clause" [making] respect for human dignity a condition of long-term aid projects in the [African, Caribbean and Pacific states].

When Lomé III was being negotiated, the suggestion that a human rights clause be introduced provoked an outcry from the African countries concerned: let the European Commission discuss its relations with South Africa and they (and the other ACP states) would discuss human rights.

The result was a compromise. In the preamble to the Convention the parties reaffirm "their faith in fundamental human rights". Article 4 states that "support shall be provided in ACP-EEC cooperation... to promote... the well-being of [the ACP states] population... with respect for their dignity."

In a joint declaration annexed to the Convention, the parties "reiterate their deep attachment to human dignity as an inalienable right... reaffirm that every individual has the right... to respect for his dignity... proclaim their determination to work effectively for the eradication of apartheid." Nowhere is respect for human rights made a condition of aid.

The resolution of the European Parliament referred to by Mrs Daly is presumably that passed on December 18 following a report to the Parliament on the results of the APC-EEC Joint Assembly's work in 1987. In February, 1987, the Joint Assembly adopted a resolution that allegations by humanitarian organizations or its

African studies

From Professor R. S. O'Fahey

Sir, The International African Institute (IAI), established in London in 1926, is threatened with closure because of lack of funds. This is a profound tragedy for African studies world wide.

An institution that has played a pioneering role in the study of Africa's cultures, languages and history, that has sponsored research by such figures as Kenyan, Malinowski, Daryll Forde and Busia may be no more.

On a recent visit to London, I was told by the honorary Director of the IAI (Professor I. M. Lewis, of the London School of Economics) that some 22,000 copies of their publications — publications which constitute the core of any serious library on Africa — would have to be pulped because the institute could no longer afford to pay for their storage.

The books will soon be on their way to the University of Bergen and we shall ensure that they are distributed among African universities, their natural destination. Is the British tradition of African scholarship dead?

I remain, etc,
REX S. O'FAHEY,
University of Bergen,
Department of History,
Syndesplass 9,
N-5000, Bergen,
Norway,
January 4.

Foam and fire

From Mrs Stella M. Lilley

Sir, As legislation on the use of foam in furniture will not be effective for a score of years, at least, I am surprised that mention has not been made of the Home Office leaflet, "Smoke Detectors in the Home", which would enable this early warning of danger to be available to everyone, at minimum cost.

Yours faithfully,
STELLA M. LILLEY,
Kingsdown Park House,
Tankerton, Kent,
January 8.

Music of the spheres

From Mr Max White

Sir, Regarding your report (January 4) concerning the singing activities of Soviet cosmonaut Yuri Romanenko during his record-breaking flight, it should be noted that this type of activity is not as rare as one may believe.

The originator of orbital crooning was Alexander Ivanchenko during his mission on Salyut 6 in 1978, and one of Romanenko's companions on this recent mission, Alexander Laveikin (incidentally shown in a pre-flight photograph in *The Times* on February 6, 1987, playing a guitar) quickly proved himself an adept guitarist and singer, often belting flight control with folk songs during his off-duty hours.

On his return, and with not enough room in the capsule to spare, the guitar's ownership was entrusted to Romanenko, but unfortunately his attempts at emulating his departed colleague promptly produced a swift rebuke from flight control to be quiet!

However, it seems that the season for in-flight serenading is now at a close, as the newly installed crew aboard Mir prefer to despatch themselves and the ground with Western "heavy metal" music.

Yours sincerely,
MAX WHITE (Kettering Space Observer Group),
3 Falcon Way,
Hailsham, East Sussex,
January 7.

ON THIS DAY

JANUARY 13 1789

The severe frost which had set in on December 10, 1788, released on the very morning that the following advertisements appeared, but by then many parts of the Thames were frozen over. The ice at Blackfriars was 18ft thick according to some reports and animals were roasted on it; printing presses and puppet shows were erected in mid-river and a young bear was hunted on the ice at Rotherhithe.

TO THE NOBILITY AND GENTRY OF THE METROPOLIS

The Watermen and Lightermen's Company, having taken into their consideration, the present inclement state of the weather, whereby upwards of six thousand of their Members, who depend upon their daily labour for the support of themselves and families, who altogether amount to upwards of twenty thousand souls, are deprived of every possible means of earning a living, by means of the river Thames being entirely frozen over.

In order to prevent their poor and distressed Brethren from begging in the streets, which is a sight that cannot accord with the feelings of humanity, have come to the resolution publicly to solicit the benevolence of the humane and opulent, for a purpose which cannot fail to interest the minds of all well disposed people. The smallest benefactions will be received by

Messrs. Hambley, bankers, Fenchurch-street.
— Vere, Williams, and Co., Birchin-lane.
— Coutts and Co. Strand.
— Drummonds and Co. Charing Cross.

The Coal Exchange Coffee-house, Billingsgate.
The Bear-Kep Coffee-house, Mark-lane.
Jack's Coffee-house, do.
Duncan and Stibbs, Shad Thames.

And at the Plough, Clapham. By order of the

Wm. DORE, Clerk.

N. B. The Company have already distributed upwards of One Hundred Pounds amongst the poor Members, but their fund not being adequate to any further supply, they are obliged to solicit the benefactions of the community at large.

It is well known, that upon every exigency of the state, the Company have raised out of the body of their people, three thousand men or more, fit for his Majesty's service, most of them having been at sea, and in the course of a long war, others continually growing up, that after four years apprenticeship go as volunteers, or are pressed; which altogether may be considered at ten thousand active seamen.

GROCERS' HALL

THE WORKSHIPFUL COMPANY OF GROCERS, having directed ONE HUNDRED POUNDS and upwards to be distributed among their POOR MEMBERS, such of them as desire to partake of the same, must attend punctually at eleven o'clock in the Forenoon, on Monday the 21st instant, at Grocer's Hall in the Poultry.

PARISH OF ST. JAMES'S, WESTMINSTER.

January 7, 1788.

AT A MEETING OF THE RECTOR, and other CLERGY, VESTRYMEN, GOVERNORS, CHURCHWARDENS, OVERSEERS of the POOR, and many respectable Inhabitants of this PARISH, Subscription was opened for the Relief of the POOR and it was agreed that Subscribers should have Tickets delivered to them, for Bread, Meat and Coal, to be distributed to such Poor as fall within their knowledge or are recommended to them by respectable Inhabitants.

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We, the undersigned, call on Parliament and the Government to take action to protect the life of the unborn child.

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David Amess MP
Alan Amos MP
Teresa Annett
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We've abolished the death penalty for murderers and terrorists. Shouldn't we abolish it for him, too?

In Britain we place the highest value on human life.

Euthanasia is illegal, and so is aiding a suicide.

There is no death sentence for the gunman who shoots down a policeman, or the terrorist who bombs a crowded church.

Now look at the uplifting picture on the opposite page.

That is an 18-week-old unborn child and every year in Britain we legally kill 8,000 of that age or older.

(‘Terminate’ is the euphemism used.)

How does that tally with our much vaunted respect for life?

There are those who favour abortion, who would have you believe an unborn child was not “alive” at all.

“Just a bit of jelly” is how some of them describe such a baby.

The truth is less comfortable.

At 23 days — even before most women are sure they’re pregnant — the baby’s heart is beating.

At 10 weeks it reacts to painful stimuli.

At 15 weeks it’s beginning to learn its mother’s voice.

At 18 weeks it will put its hands up to shield its eyes from bright light. It can listen to music and react to it. And, as you can see, it sucks its thumb.

It’s beautiful.

Why do pro-abortionists deny the baby in the womb reacts to pain?

Why do they refuse even to discuss it?

Surely if more people, men as well as women, knew the facts there wouldn’t be 172,000 abortions in Britain every year. (Yes, 172,000.)

Or those 8,000 performed on ‘later’ babies.

David Alton’s Private Member’s Bill is designed to reduce the age of legal abortions from 28 weeks to 18 weeks.

It has the support of many MPs, doctors, social workers and nurses.

It has the support of a majority of younger people. (The Cambridge Union voted 3-1 in favour of it.)

It has the support of millions of women.

It needs your support, too.

Write and tell your MP before January 22nd.



THE SOCIETY FOR THE PROTECTION OF UNBORN CHILDREN

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THE TIMES

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THE SOCIETY FOR THE PROTECTION OF UNBORN CHILDREN.

I would like to support your campaign to protect the unborn child.
*I enclose a cheque/postal order payable to SPUC for £
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Please send your donation to: The Society for the Protection of
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THE ARTS

TELEVISION

Is Oz as was?

Dame Edna Everage believes that Australia's Bicentenary would sound considerably more respectable if only it were known as the Heterocentenary. The joke conceals a serious if obvious point: whatever one thinks of Sydney Nolan, Patrick White or Hunter Valley Shiraz, "Australian culture" still falls on British ears as an oxymoron.

The salient problem is one of tone, rather than demonstrable achievement, and over the coming year commentators climbing aboard the Bondi-wagon will struggle to free Australia's image from the glib formulae of lager commercials.

John Pilger's trilogy of *Viewpoint* documentaries for Central, labelled *The Last Dream*, are meekly billed as "reports". Last night's opener, *Heroes Unsung*, was a ragbag of history and personal impressions couched in the plangent, highly imitable dialect known as Pilgerese.

As readers of his book, *Heroes*, already know, Mr Pilger is proud to be the great-grandson of transported convicts: these formed his first group of "heroes unsung". The multinational roughnecks who constructed the immense Snowy Mountain irrigation scheme were, despite a fulsome brass memorial to their dead, "heroes so often unsung"; while the Aborigines staring from monochrome stills behind the end-roller were merely "heroes unsung".

One of the veterans of the Italian "bride ships" of the 1950s explained to the Son of Bondi how she had felt about getting married to a proxy before making the five-week voyage to meet the husband she had never seen.

Fascinating material; the trouble was that, even after three decades of residence, her Strine was still so fractured as to require subtitles.

Martin Cropper

Nobody's advocate

It has been called everything from a "post-feminist Aids thriller" to "the most potent argument for fidelity since TV's *The Little House on the Prairie*". It has been criticized as implausible and reactionary, praised as a powerful reflection of the present mood of sexual malaise, and cited as the herald of Hollywood's new deal for grown ups.

Starring Michael Douglas and Glenn Close, the much vaunted *Fatal Attraction* is the story of an extramarital encounter which rapidly turns into a nightmare of obsession and violent revenge, when one partner refuses to accept that it is no more than a one night stand.

It has taken around \$120 million at the US box office to date and it looks to have some life in it yet. Meanwhile *Fatal Attraction*'s British release on Friday finds its English-born director, Adrian Lyne, as bemused at its success as he is about the controversy it has engendered.

"I knew it was a hell of a script, right from the start," he said. "I was in France when it was sent to me and I started to read it sitting on some stairs. I finished it sitting on the same stairs. Of course, that was a good sign. But," he adds with a slight shrug of his shoulders, "I can't think there was ever any real reason to suspect it would turn out to be quite such a big hit."

"I'd say that the more you can identify with a situation, the more frightening it is. And a lot of people do find a lot to associate with in *Fatal Attraction*. It can be with the wife, or with Michael Douglas as the husband or Glenn Close as the obsessive lover."

He remains sceptical, though, about the do-it-yourself sociology that has surrounded the movie and the wide-ranging conclusions that seem to have been drawn from its storyline. "People say that it's moralizing, that it's anti-feminist, that it's advocating marriage. I was never thinking in those terms at all," Lyne says decisively. "I've even been told it's an indictment of career women. But to me that's like saying that a movie about Al Capone is an indictment of Italian people. It makes no sense at all."

Arousing feminist wrath once may be unfortunate of course, but to do it twice does begin to look like carelessness. Lyne's last film was the sado-



No message intended: director Adrian Lyne reflects on his runaway success

Fatal Attraction turned out to be one of the most successful films in America last year and its popularity took its British director, Adrian Lyne, a bit by surprise. Interview by Simon Banner

masochistic fantasy *9½ Weeks*, in which Kim Basinger found herself handcuffed to a table leg by Mickey Rourke. "No, feminists didn't like that either," Lyne agrees, noting however that the film was a great success in France and Italy.

Born in Peterborough, Adrian Lyne grew up in London and went to Highgate School, where his father was a teacher. He began his working life as an art director for an advertising agency before taking a job in the mailroom of an advertising agency.

He noted John Schlesinger and

Alan Parker progressed from making commercials to directing successful feature films. And then, along with Ridley Scott and Hugh Hudson, took the same course himself.

"A background in advertising is an advantage for making features," he says, "in so far as you learn to be economical. But I do recognise that it can be a disadvantage as well. You tend to place too great an emphasis on the visual."

Lyne's first Hollywood film, *Foxes*, which starred Jodie Foster, found no

favour commercially or critically. His second, the memorably slick *Flashdance*, was an enormous box office hit but it simply enhanced his burgeoning reputation as a stylist more concerned with surface gloss than substance.

"*Flashdance* was a bit of fluff. It was the story of a female welder who wants to be a ballet dancer, yet people seem to have wished I'd shot it as some sort of kitchen sink drama."

"I do agree with some of the criticism of *9½ Weeks*, though. I chose to do it in a very stylized way and that was a hangover from *Flashdance*. Not that it is entirely without merit," he says cautiously, "but I think that if I were to do it again, I'd do it quite differently."

He kept his lessons in mind for *Fatal Attraction*. "I loaded it with detail," he explains, "because I knew it was important for an audience to have a strong sense of the happy family life and to care about that. But the detail wasn't just visual."

"I concentrated on the performances and I tried to make the transition from real life into film almost immediate. I've always hated the false drama of shooting — people bellowing for quiet and someone clapping the clapper board. It's very disruptive."

The original ending of *Fatal Attraction*, however, which had Close committing suicide to the plangent strains of *Madam Butterfly*, apparently met with nothing but murmurs of dissatisfaction among preview audiences who were shown the film last spring. It was then that Lyne reassembled his cast and crew and shot the present somewhat bloodier, more violent ending.

"It's become such an issue," he says wearily. "I know it makes bad press but we changed the ending because the other one didn't work so well dramatically. They do it with plays all the time, don't they?"

"So I think it's quite legitimate to do it with a movie too. I don't subscribe to the philosophy that you make a movie for yourself and that you shouldn't give a hoot whether audiences like it or not. If that's the case you might as well make home movies and show them on your bedroom wall."

Geoff Brown reviews *Fatal Attraction* on tomorrow's Arts Page

Always spring

LS/Eötvös
Barbican Hall

CONCERTS

It would be nice to see these four Birtwistle concerts as a seasonal cycle, "a description of the passing of a year", as one of his titles has it. But in the country of his music, it is always spring: the time when something new happens, but happens as it has always happened before.

Of course, one knows that his *Verses for Ensembles* did not exist until he began to write it 20 years ago, but the ceremonial of the piece, with trumpeters, percussionists and woodwind players moving from one station to another, seems very much more ancient.

It is as if he had found some old pattern and simply made it ring, and it goes on ringing with renewed energy at every performance, as here, with London Sinfonietta players repeating feats of solo athleticism and mob violence under Peter Eötvös.

If *Verses for Ensembles* is music as circus, gaudy and physical, the more recent *Se-*

cret Theatre is an altogether more sophisticated sort of instrumental mime show. Hitherto, performances have tended to focus on the melody, ensuring that through its revolving repetitions and changes of scoring it has a bounding forward movement.

Eötvös, however, was less concerned with this than with maintaining a balance of interest between what Birtwistle calls "canto" and "continuum" between the woodwind-led melody and the murmurous mechanisms sounding largely in strings and percussion.

That vindicated Birtwistle's view of the two not as foreground and background but as equal partners: alternatives, and even communicating alternatives.

Secret Theatre will never make such a splash as the conspicuous theatre of *Verses for Ensembles* but this performance showed in a new way how necessary is its comparative density and cohesiveness.

Paul Griffiths

No new boys here

PLG Young
Artists
Purcell Room

The Park Lane Group's annual week of concerts of Young Artists and 20th century music seems to be becoming a showcase of musicians already showcased.

Take Monday night's soloists, for instance. The excellent oboist Ian Hardwick has played with the London orchestras for a few years, holds a post with the ENO orchestra, and has a Wigmore Hall recital under his belt. But these concerts provide someone like him with the chance to demonstrate affinity with contemporary music without having to worry about getting an audience.

He proved himself equally adept at negotiating adventurous techniques demanded by Takemitsu's *Distance* and, with the help of the percussionist Neil Percy, Xenakis's *Dnaathen*, as he was at sensitively moulding

the lyrical plaint of Theo Mavragis's *Nido* to its atmospheric taped sound.

In the same concert the pianist Steven Wray, a Baroque virtuoso, gave an impressive performance of Judith Weir's formidable difficult *Alma Klavier* (1980), music of real substance. Robert Sherlaw-Johnson's *Antares*, equally well played, was longer, texturally even more dense, and ultimately hampered by the scale of its own ambition. The minimalism of Samuel Sabath's *Incarnation II* for piano and tape delay, on the other hand, recalled mid-70s Bowie at its most deadening.

Earlier, the Cambrian Brass Quintet's recital, delivered with thorough professionalism, had much that was bland and predictable. Stephen Oliver's cerebral *Ricercare* number 5 and Ludovick's brilliant *Mini-overture*, gamely contemporary light music, were welcome exceptions.

Stephen Pettitt

Machinations

Sidewalk Edge
Shaw Theatre

MIME

The image in this hour-long mime that will persist, even after the memory of the half-naked boy and naked man has faded, must be the piece of extraordinary machinery upon which the performers move and stand and slither, and from which, head first, they sometimes slowly topple.

It is a vast square, large enough to occupy almost all the Shaw's wide stage, and, when first seen, it is tilted up to screen a short film of a Dutch moppet doing boyish things by a canal.

Matters can only improve after this insipid start and they do so to astonishing effect.

The screen dips to become a table of nightmare size at which the unnamed narrator writes letters about his love; next, it is a steeply inclined bed; then, with a visual daring still more astounding, the square becomes the sidewalk of the title, where flagstones

heave like simmering porridge, gaps yawn wide, and the sense of a mind unhinging becomes extremely powerful.

The mime is the work of a Dutch company formed 20 years ago by Hinderik de Groot and now named Studio Hinderik, after him. Its two London performances opened this year's International Mime Festival. While the sorrows of a middle-aged man, whose beloved boy grows up, may leave some hearts untouched, the imaginative vigour of the tableaux are of a high and rare creative order.

It dislocates direction, so that figures actually moving down a slope appear to be climbing up. It does the same with dimension too: the herb soars up and the diminished lovers sink into the drain. At the close, the two technicians, quite rightly, joined the three performers to take a bow.

Jeremy Kingston

THEATRE

Good but glib

The Prophet
Almeida Theatre

When I was at school in the early 1970s, a slim hardback circulated among the truly cool 14-year-olds (*aficionados* of Cat Stevens and George Harrison's Indian mystic phase) and gained talismanic status. This was *The Prophet* by Kahlil Gibran and, I always suspected, a load of vaporous portentious guff.

I must say that Sean Setna, in this brave 100-minute one-man show, has done something to convert me. Concealed in the mists of Gibran's flowery poetic diction and well-worn Biblical imagery there are some interesting and wise perceptions. What Gibran's writing lacks is much sense of a specific situation or of debate which could provide dramatic life and variety.

But let us try, unlike Gibran himself, to be more concrete. A certain al-Mustafa goes up a mountain and spies the ship that will take him away from the City of Forlades. Before he goes, he gives a question-and-answer session to the assembled inhabitants.

The form of the questions is unvarying: "Speak to us of houses," asks a mason; "Speak to us of eating and drinking," asks an innkeeper, and so on, and so on.

Setna tried to characterize these questions, but Gibran has given them no characters, and his attempts usually sound rather comic.

The ideas that emerge show that Gibran, who was born in Lebanon in 1883 and died in 1931, was a forerunner of 1960s idealism. He is against marriage as a bond, against parents' possessiveness of their children; on crime he says "the murderer is not unaccountable for his own murder" and he is reluctant to admit to the existence of evil.

He is at his most interesting on freedom and pleasure — "the blossom of desire but not the fruit" he calls the latter — revealing himself to be no simple advocate of permissiveness. There is a paradox, running through Gibran's work, that while his ideas are libertarian in the extreme, the manner in which they are expressed is both dogmatic and egotistical.

For a Prophet to be dramatically interesting he must be seen to be in conflict with his society, but no-one in Forlades is allowed to raise their voice in any kind of challenge to al-Mustafa.

Harry Eyres



Eagerness undercut by winsome charm: Michael O'Hare

A direct appeal

La fille mal gardée
Sadler's Wells

DANCE

There was an unexpected prologue to Monday night's performance of *La fille mal gardée* at Sadler's Wells. Stephen Remington, the director of the theatre, has been going on stage each night since the ballet season opened last Tuesday to appeal on behalf of the fund for widening the stage.

This has long been accepted as essential and has been made urgent by the invitation from Birmingham for Sadler's Wells Royal Ballet to move its base to the Birmingham Hippodrome. A million pounds is needed by September if the Wells is to retain its position as a home for dance.

At his proud statement of how much was raised from last week's audiences there came an interruption from the darkened auditorium.

"Five and a half thousand! Call that fund raising?" and the untidy little figure of the late Miss Lilian Baylis clambered out of the stalls to tell the boundaries in the house that they had to do better for the sake of the theatre she founded 57 years ago.

Declaring, with an upward glance, that she "had to pull strings at a very high level" to be there at all (the help of the actress Polly March must also be gratefully acknowledged), Miss Baylis announced with heavy emphasis that there would be *Ballerinas* outside the intervals, with *Buckets*, and that she did not want

them to come to harm.

"A bucket full of them nasty little pound coins weighs a lot more than a bucket full of tenners," she insisted. Judging by the results, last week's record is already well on the way to being beaten. Postal contributions, incidentally, are not disdained, however large.

That was quite an act to follow, as Marion Tait (the first of five women due to play *La* this week) is an experienced and able trouper who led a lively, enthusiastic cast and did not miss a single point.

Michael O'Hare is perhaps not the ideal choice for Colas, since his eager manner is undercut by a winsome boyish charm that makes it difficult to be convinced by him as the resourceful wooer who has the solution to every problem and everything firmly under his control before the end.

Still, he is also to play both the other male leads in the course of the week, something nobody else has ever done.

Graham Lustig's Alain was the most rewarding single contribution: sharp and clean in his dancing, completely unsentimental but very affecting in his portrait of the silly boy.

Barry Wordsworth conducted an invigorating account of the score, and a cast including a lot of young faces responded splendidly.

John Percival

It's a risqué business

Depeche Mode
Wembley Arena

ROCK

Routinely dismissed as a bantamweight legacy of the early Eighties' synth-pop revolution, the quartet from Basildon has in fact been flexing a more developed musical musculature for some time. Its show was nothing if not tuned to the needs of a big venue.

The musicians took the stage, strewn with sinister-looking drapes and banners, to the dramatic, swirling sound of a synthesized, gothic choral. Cracking straight into "Behind The Wheel", "Strangelove" and "Sacred" from the recent *Music For The Masses* album, they established a pattern comprised of

forceful, recorded drum-tracks overlaid with throbbing, interwoven synth parts, providing a firm bed on which to lay David Gahan's deep, stylised vocals.

With Andrew Fletcher, Alan Wilder and Martin Gore all staked out behind keyboards on raised platforms at the back, much of the weight of the performance fell on Gahan's shoulders. He looked like a shop-soiled gigolo as he primped about, with a white shirt falling casually off the shoulder to reveal a black T-shirt beneath. Martin Gore, favouring bondage chic, wore a fetching leather and chains contraption, complete with jackboots and spurs.

Having written the group's material since the founder member Vince Clarke left to form Yazoo and later Erasure, it is Gore who must take credit for Depeche Mode's rigidly ordered keyboard arrangements, reliable upbeat choruses and lyrics of risqué deviance. But where he took the microphone for two or three of his own set-pieces his singing was hard to hear and the pace lagged.

Instead, the drama of the performance was the product of the manifest ingenuity of the lighting designer and of excursions such as "Stripped", where the musicians bashed raised drum pads to produce the sampled sounds of an industrial scrapyard in crashing, rhythmic waves.

David Sinclair

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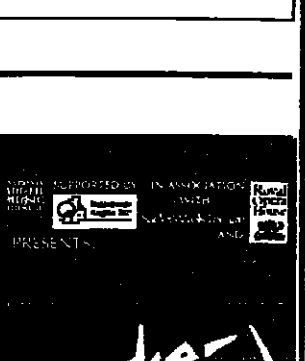
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صدا عن الوطن

Troubleshooter and wife

Alison and John Wakeham, newly appointed Lord President of the Council, talk to Sally Brompton about tragedy, triumph and coming to terms with the exigencies of political life

Alison Wakeham was helping her eldest stepson to pack his school trunk for the start of the Charterhouse term when she heard that her husband had succeeded Lord Whitelaw as Lord President of the Council. Significantly, the news came not from John Wakeham, who was still closeted with the Prime Minister at Chequers, but from the political editor of a national newspaper, an old friend from her days as one of Mrs Thatcher's aides. "Of course, I was thrilled to bits for John, but it was tinged slightly with sadness because Willie has been a great friend to him," she admits.

Her political background has stood her in good stead since her marriage to Wakeham two years ago. Any other wife might wonder why her husband cannot find the time to call. "Having seen how John's life works, I know that there are days when he does not have a free second, from eight in the morning until 11.30 at night," she says.

There are few free seconds in her own life these days, particularly since the birth of their son, David, three and a half months ago. Aged 38, she tackles much of the constituency work on her own, and then there are three houses to run: their London pied-à-terre, the family home in Winchester and the constituency house in Essex, all of

which they visit together each week, because she is determined not to be parted from her husband. "I'm potentially organized," she says, but admits that managing her stepsons' social life still leaves her wondering whether she is getting "the raw end of the deal".

While she is finding out about the relentless demands of a small baby, her 55-year-old husband is rediscovering the joys of fatherhood.

His sons, Jonathan and Benedict, were aged 11 and nine respectively when their mother, Roberta, was killed by the IRA bomb which destroyed the Grand Hotel in Brighton during the Tory Party conference of 1984. Wakeham was the last person to be dragged from the rubble, his legs crushed, seven hours after the bomb exploded. Alison, then his personal assistant, nursed him back to health and, eventually, happiness.

They both admit that the decision to marry was a hard one. "I realized that I was jolly lucky to find someone who would have me," Wakeham says. "You don't let those opportunities slip away. But we had to think about what was the right thing to do for the children. We fussed about that but very quickly found that they were extremely enthusiastic."

It was Iris, their married housekeeper in Winchester, who gave them the boys' initial reaction to



The latest addition to the family: John and Alison Wakeham with their son David

having Alison as their stepmother. "You can't be right, Iris," Jonathan said when she indirectly mentioned the possibility. "Daddy's far too old." Benedict told her: "Well, I'd like it, but what about you, Iris? Would you be upset?"

Wakeham recounts the story with delight. He was, he says, slightly apprehensive before the birth of his third son. "I wondered whether I was too old, but I've found that I see the wonderment and joy of it in a way that I didn't the first time round. Now I think 'this is fantastic', whereas before I just got on with my life. I savour more — and it's a humbling experience."

Even so, his wife felt the need to

'I thought John was too old to have a nappy bucket in the bathroom'

have an extra bathroom built on to their two-bedroomed terrace house in London, "because I just thought John was too old to have a nappy bucket in the bathroom."

It was the first time they had agreed to be interviewed together since the birth, and one of the few moments they have shared since

Wakeham's appointment as Mrs Thatcher's troubleshooter and loyal lieutenant. He shrugs off suggestions that he fell heavily out of favour with his leader after a less than diplomatic performance on a radio phone-in during the election campaign last year. "I haven't noticed any lack of warmth and enthusiasm on her part," he says. He attributes the rumours to the fact that his job as Leader of the Commons necessitated him seeing less of Mrs Thatcher than he did as Chief Whip. "And the fact that you've been promoted shows that it isn't true," he chimes in his wife.

Wakeham has yet to discover exactly what responsibilities Mrs Thatcher expects him to take on,

but is aware that whatever they are they will inevitably mean more work.

Frequently the only time he and Alison have to talk is in a traffic jam on the M25. Last year, Alison drove 50,000 miles, mainly chauffeuring her husband — "I like it because it means we can be together." Wakeham still has difficulty driving, not because it hurts his legs, but because his slightly disconnected nervous system makes it very tiring. He admits that he still suffers incessant pain, but hardly ever takes painkillers. "When one thinks of the alternative, I'm still better off with my own legs than a couple of tin ones."

He still has a very clear recollection of the fatal night, but is not certain how much is reality and how much the result of dreams. Indocrinated to tell the Prime Minister his every movement, he can recall asking the casualty officer at the hospital: "Does the Prime Minister know where I am?" He smiles. "I think he thought I was bonkers."

It was his two sons who got him through the early days of his bereavement. "It was quite clear that the one thing I had to seek not to do was to feel sorry for myself. My responsibility was to get on and do what I could for my children. I had no time for bitterness. I'll never forget, but the human spirit repairs."

He is noncommittal about his future ambitions, but his wife is less so. "I've worked in Number 10 and I've seen the pressures and the really enormous amount of work a Prime Minister has to do, and I'm a tiny bit selfish," she says. "I like to be with John as much as possible and for us to be together as a family."

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BRIEFLY

A round-up of news, views and information

Clean and clued up

According to Friends of the Earth, which has just appointed two women to executive posts, women usually have the job of buying cleaning products, room sprays and cosmetic aerosols; so it is they who may be the saviours of the world's ozone layer. FoE claims that products containing CFCs (chlorofluorocarbons) have contributed to the potentially dangerous atmospheric hole over Antarctica. Not every aerosol contains CFCs, however, and to help conservation-minded consumers choose the ecologically sound variety, FoE has produced a leaflet called *Aerosols — Your Finger on the Button* which lists products which get the all-clear. Send a large SAE to FoE, 26/28 Underwood Street, London N1 7JQ to obtain the leaflet.

Quote me...



"Women just don't have the same killer instinct or competitive desire as men. They just give in too easily, maybe because many of them have not been brought up competitively."

Susan Arkell, chess champion

Perfect fit

Tonight's *Sheer Genius* in the Q.E.D. series on BBC1 at 9.30pm, gives a run-down on the man we have to thank for the invention of nylons, Wallace Carothers, a chemist at Harvard. Today's tights, however, are a quantum technological leap from Carothers' invention. Lycra has eliminated once and for all the wrinkly-ankles effect, but the new watchword, according to David Williams, marketing manager of Pretty Polly, is Tactel, an ICI fibre which gives "softness and sheen". But whatever happened to the run-resist pantyhose, heralded as the ultimate answer to laddering? Do tights manufacturers know the key to eternal life for their product, a secret which would actually put them out of business? "Sorry, no," Williams says. "We do still make run-resist tights, but they tend to be less sheer, less soft than ordinary tights — and therefore less popular." Those of us who seem to get through a pair a day of the softer, sheerer sort, must cross our fingers and hope that some bright biffin perfects the Tactel/ladder-resist formula before we are bankrupt.

Josephine Fairley

Business or children first?

The new television series about the advertising industry, *Campaign*, was expected to be a pleasant bit of froth. But what emerged was a women's drama of powerful proportions, even if somewhat slick and soapy.

Forget the advertising industry insider debates about who were the role models; what every working mother will remember from last week's first episode is the look on the heroine's face when she had to make up her mind if she would dash home to comfort her troubled child or stay at her desk on the day of a make-or-break campaign.

And over the next few weeks, as Sarah Copeland, "acting" creative director at the fictitious Hamilton Forbes agency, finds herself faced with the breakup of her marriage, challenged over the custody of her son and struggling to come to terms with the necessity of maintaining her high-profile career with its high salary just when she most wants to be a "real" mother, the series will continue to hit the working woman's guilt-spot with uncomfortable accuracy.

Campaign's producer Ruth Boswell, a mother of three, is delighted that the series is proving such a talking point. Her one regret is that she could not find a woman to write a script that came close

Working mothers who feel guilty about their dual role now have a television soap to sustain them

to the one produced by Gerald MacDonald, a New Zealander and former adman.

We invited some of the top women in advertising to a private preview of the series, to discuss the issues that transcend the boundaries of the industry. Five among them are mothers: Patricia Mann, vice-president of J. Walter Thompson International (one 22-year-old daughter); Jackie Dickens, vice-chairman of Leo Burnett (with three children); Cathy Heng, art director of Collett Dickinson Pearce (two children, aged three and one); Robin Hallsmith, a director at JWT (one 30-year-old daughter); and Barbara Nokes, deputy creative director of BBH (one nine-year-old and one three-year-old).

Unencumbered with children but keen to talk about the conflicts confronting career women were Ann Burdus, now director of AGB Research but for two years

chairman of McCann Erickson and Sue Farr, the business development director of Wight Collins.

Nokes, who acted as advisor to *Campaign*, maintains that she was not the role model for Copeland — portrayed by Pennie Downie, a former RSC actress — who has been deserted by husband and home help, possibly together, on the eve of the pitch for the Government election campaign contract.

Her little boy, left with a new au pair, is emotionally disturbed by his father's departure. The boy runs home from school and Copeland receives the call that every working mother fears. Does she or doesn't she drop everything to return to her son? She does, sinking down on the kitchen floor in her designer dunder coat to comfort the child — who promptly sinks his teeth into her finger.

All the mothers at our screening were adamant that they too would have gone to the child in such circumstances. They also stressed that they would never live more than half an hour's drive from the office while their children were young, in case of just such an eventuality.

"Surely fathers would place their children first, too, wouldn't they?" asked Hallsmith. Men may be counted on in a crisis, it was



Adwomen in view, left to right: Hallsmith, Mann, Farr, Burdus, Dickens, Heng, in front, Nokes and Boswell

agreed, but not in the day-to-day dramas of preparing for harvest festivals and swimming lessons.

"Was it Annie Wicks who said 'If a man works 14 hours a day he gets promotion, if a woman does she gets divorced'?" wondered Nokes. (It was, as Wicks, executive planning director of D'Arcy Masius Benton and Bowles, once divorced and subsequently the mother of three children, confirmed.)

Dickens recalled that she "had much more support than the heroine of *Campaign*, in the form of an extremely understanding advertising with mild amusement and was delighted that the rewards meant we could enjoy family skiing holidays."

Her husband is an aircraft engineer, and opinions were sharply divided over whether the best matches were made with men who shared your career or outsiders.

Mann, Heng and Nokes, all married to admen, believe

that it helps to have a partner who understands the pressures.

No one would admit to being constantly interrupted by a demanding telephone — like Copeland, whose husband comes home and smashes it in a fury in tonight's episode. "I'd have taken the phone off the hook," commented Farr.

Responsible, reliable childcare is the top priority of any working mother, and Mann admits that she used to be superstitious about talking about it when things were going well, when they weren't it was "a nightmare". Her daughter attended her first account meeting (for a children's cereal) at the tender age of two — due to a childcare crisis.

Nokes maintains that either she or her husband nearly always manage to get home by 7pm to relieve the nanny, but Heng is seldom back before 8.30pm, and only sees her children in the morning.

No one felt that they had been held back in any way by family commitments, Mann,

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A superb opportunity has arisen! Our client, a famous West End theatre with an elite clientele requires an Assistant. This is an exciting and challenging role for the right person, who will enjoy working with a small and friendly team in a beautiful environment. Your regular secretarial duties will be interspersed with some European travel and much liaison with Paris. Discretion and total confidentiality together with fluent French are essential.
Preferred age: 24+

International Secretaries
01-491 7100

INTERNATIONAL BANKING WITH GERMAN

£ Highly Negotiable AAE + benefits
The General Manager of this large International bank in the City is looking for a Secretary with English at mother-tongue standard and fluent German.
You will have excellent secretarial skills including WP knowledge. Banking experience is an advantage. Your positive attitude, flexibility and willingness to get involved will be handsomely rewarded.
A superb opportunity for a professional secretary to work at senior level in the banking world.
Preferred age: 25-30.

01-491 7100

DMB&B

AN ADVERTISING FUTURE £9,500 neg

DMB & B is a large international Advertising Agency in St James's Sq, which is 4 mins walk from Piccadilly tube station. We are seeking a young, intelligent, articulate and enthusiastic person to work for one of our key Advertising Accounts groups.

Our ideal applicant would have excellent secretarial skills, the ability to liaise confidently with both clients and our own staff and the willingness to become totally involved in the day to day working of our busy London Agency. A sense of humour would be a definite bonus!

If you have a knowledge or interest in Advertising and are looking for increasing responsibility this could be the opportunity you are seeking. We have 4 weeks hold STL and Bupa schemes and a sub food and wine bar. For further details please telephone Helen Briant 839 3422.

No Agencies.

JEWELLERS - STANMORE to £14,000 + car

Career opportunity acting as 'right hand' to a Director. You will be liaising at senior level within the retail world, attending meetings and exhibitions. Some travel involved. Skills 55/WP.

EXECUTIVE SEARCH £13,500 + bonus

Self-sufficient, highly personable individual needed to join small executive search firm based in the West End. Must be of graduate calibre, with excellent typing/WP skills. Age: 25-40.

INTERNATIONAL BUSINESS to £12,500 + benefits

High profile dept in major international company (offices in W. London) needs a graduate PA/Sec to assist in production of presentation material. Will undertake some research/analysis. Experience in management consultancy preferable; German useful. Skills: 80/60/WP. Age: late 20's.

GRADUATE APPOINTMENTS
7 PRINCE STREET, W.1. 01-407 7282

01-581 4787
INTERNATIONAL
SECRETARIAL
RECRUITMENT
TM
01-584 3222
IN MARK GOSWELL
RECRUITMENT
LONDON S.W.1.

YOUNG SECRETARIES up to £17,000

An extremely successful and dynamic company is looking for young secretaries/PAs to work in their newly set-up department. Jobs at all levels, fun atmosphere, average age in company 25! You will need to be quick thinking and on the ball to cope with the frenetic environment. Age to 24. Speeds 100/60.

Please call us for an interview until 5.00pm.
LONDON BRUSSELS

WEEKENDS IN THE COUNTRY £10,000

Join this very prestigious Mayfair firm of Estate Agents as Secretary to their department responsible for the sale of spectacular country houses. It is a busy fast moving office and you'll be liaising with the rich and famous. You should be very socially confident with 60 wpm audio ability.

Please telephone: 01-240 3531
Early/late appointments arranged

Elizabeth Hunt
Recruitment Consultants
15 Grosvenor Street London W1

Senior Secretaries in Management Consultancy

CHISWICK

The Management Consultancy Practice of Arthur Andersen & Co., situated in Central London and Chiswick, employs over 500 Management Consultants in the UK. Assignments are undertaken for a wide range of clients within the private and public sectors specialising in the areas of planning, designing and implementing computerised management information systems. Growth over the past decade has been rapid, and continuing expansion means that we can now offer exciting new secretarial opportunities based at our Chiswick offices.

The available positions, working for small teams of Management Consultants, would interest someone who:-

- * wishes to work in a busy, stimulating environment
- * wants to work as part of a dynamic team
- * enjoys meeting a wide variety of people.

- The successful applicants will:-
- * be educated to 'O' Level standard
 - * be aged 22 plus and have had previous experience, preferably in a professional environment
 - * have a high standard of audio/typing skills (60 wpm)
 - * be well groomed and have a professional approach in dealing with clients
 - * have the ability to remain cheerful and calm under pressure.

If you are looking for a challenge coupled with enormous job satisfaction, please send your detailed CV with daytime telephone number to:
Mrs Carole Dallimore,
Arthur Andersen & Co.,
1 Surrey Street,
London WC2R 2PS.

ARTHUR
ANDERSEN
& CO.

Management Consultants

SECRETARY/PA TO THE MANAGING DIRECTOR £11,500 to £13,500 plus benefits

A varied and interesting post in a dynamic company providing consultancy services in urban transport around the world, this is a key position in the company supporting the Managing Director in dealing with clients, senior corporate colleagues and external contacts. Responsibilities will include supervision of 3/4 secretarial staff working for other managers, setting and maintaining high standards of presentation in correspondence and report production.

An experienced senior secretary who has a good educational background, first class shorthand and typing/WP skills and proven organisational ability is required for this challenging post. Foreign language ability would be appreciated.

SECRETARY/ADMINISTRATOR £9,000 to £10,500 plus benefits

This post, reporting to the General Manager, supports a small team of project managers involved in marketing and managing urban transport projects in the UK and overseas.

The work is varied with personal contact with customers from overseas and multi-disciplinary staff in the field. There is close involvement in the projects and in the production of proposals and reports affording a high degree of job satisfaction.

Good secretarial and WP (preferably Wang) skills are required with experience of office administration and a flair for organisation and dealing with people. Foreign language ability is desirable.

Starting salary for these posts, which are in our Victoria offices, will depend on experience, with progression based on performance. In addition to the salary we offer 25 days annual leave plus valuable free travel on London Regional Transport services and reduce rate travel on British Rail.

Please write to our Personnel Manager, Mike Swiggs, 55 Broadway, London SW1H 0BD or phone him direct on 01-227 3657.



London Transport International

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

Senior Researcher Executive Search £18,000 neg.

A well known and prestigious firm of Search Consultants is looking to strengthen their executive resources. Working closely with the team of consultants you will co-ordinate the research and identify both the target companies and potential candidates. Probably a graduate, you have several years' experience in executive search and are looking for an opportunity to advance your career.
Age: 25-40
Please contact us on 01-439 6021 to discuss this opportunity further.

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HAZELL · STATION

RECRUITMENT SPECIALISTS

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MEDIA · FINANCE · ADVERTISING · SALES · PERSONNEL · MEDIA

TOTAL COMMITMENT £20,000 + car

What an opportunity! Our charming City client needs an equally charming, dedicated young 2nd secretary with superb skills & the high gloss finish normally expected of those dealing with the financial elite. The hours are long but you'll have the opportunity to prove yourself and become completely absorbed by the task. A non-smoker with 120/70 skills needed. Age mid 20's.

STEP UP IN PROPERTY
South Kensington Estate Agents offer an exceptional opportunity to young secretary with the right credentials. Career prospects and superb surroundings with small team of people, fun loving busy and bright. A chance to get out and about while building up a career in the management. Clean driving licence, non-smoker essential. Skills 60/50. Age 16+.

SLICK CHIC - RECEPTION
£12,000 - WEST END
As receptionists give the first impression this flourishing US Management Consultancy needs the smartest (in all senses) receptionist/secretary to run their luxurious reception area. Apart from being an excellent secretary, you'll be helping VIP's and over-loaded secretaries. 50 wpm typing on WP. Age 24-45.

If none of these completes your puzzle, do ring us anyway as we have a wide choice of other interesting secretarial jobs at all levels. Or if you just want to keep - let us know.

JIGSAW RECRUITMENT 01-631 8992
OXFORD CIRCUS



SECRETARY Salary circa £10,000

The manufacturers and distributors of the award winning Silver Solution require a secretary for two senior executives and a small sales team.

Candidates should have excellent shorthand and typing speeds, knowledge of WP and be well organised.

In addition to normal secretarial duties the successful applicant will be responsible for dealing with all aspects of sales and administration and liaising with the leading departmental stores arranging in-store product demonstrations.

Please telephone David W.G. Denyer on 01-837 1211 or write enclosing a full CV to LPI Group of Companies, 70/78 York Way, London N1 9AG.



SECRETARIAL RECRUITMENT CONSULTANTS

Is There Life After a Time-sheet?

Career development doesn't have to stop just because you are typing. My aim is to give you assignments that will complement your skills and broaden your experience. Come and join a great team. Call me, Amanda, as soon as you can.

01-491 1866

APEX CHARITABLE TRUST

require an

Administrative Secretary

to work in the Executive Support Unit.

Salary range £8,500 - £9,750

The postholder will be required to provide a high standard of administrative and secretarial support to executives and develop and maintain work practices for statistical returns, finance and insurance.

For further details please contact Nicola Johnson, Apex Trust, 100/102 Great Portland Street, London W1N 6PZ. Telephone: 01 626 6912. Fax: 01 626 6957. Closing date 22-1-88. Start ASAP.

"WHAT A SUPER OPPORTUNITY - I DON'T BELIEVE IT!"

Ambitious person aged 22 - 24, with a degree or 'A' levels ... just out of secretarial college ... for top computer company's Managing Director ... West of London ... dealing with customers VIP's ... making decisions ... worldwide office automation system ... a real career move which could take you as far as the company secretariat ... if you still don't believe it ring Andrew Goobey on 631 4411 for a conversation.

EXEC. SEARCH	PA/Sec, late 20's	to £15,000
MAGAZINE	Outgoing assistant	£12,000
ART GALLERY	Organised PA/assst	£12,000
P.R.	Sec & career prospects	£9,000
PROPERTY	PA/Sec, varied & involving	£12,000
ADVERTISING	Sec with interest in Art	£9,500

01-730 5148

(Rec. Con.)



JAYGAR

career moves

RECRUITMENT CONSULTANT £17,000 +

Are you equal to that special challenge? Career Moves has established an excellent reputation within The Media World and are now looking to expand their successful team, where initiative and a dynamic approach have always been rewarded. If you have recruitment exp (prof level) plus a real desire to succeed, take the first step to get your career moving in the right direction.

Helen McKibbin - Director - 636 6411

Career Moves Ltd - Recruitment Consultants
Thames Valley - Third Floor - 120-122 Great Portland Street - London W1N 6PZ
Telephone: 01 626 6912 - Fax: 01 626 6957

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

JOBSLOT

DRAKE PERSONNEL

FASHION ADMINISTRATOR £10,500

Enjoy the opportunity to get out and about, 60% administration, researching into new markets, recruiting personnel, liaising with suppliers and dealing with retailers. As secretary, assistant with this well-established fashion house who encourage involvement in their business. Short-hand essential if you want to know more.

Call Liz Bloom
on 01-834 0388

MANAGEMENT PA £10,000

Are you looking for responsibility and variety within a challenging role? This international expanding company seek a confident, bright person who can communicate at all levels. They offer an excellent starting salary and generous bonuses, four weeks holiday and brilliant prospects. If you possess sound secretarial skills and good management skills, call Wendy Satterley on 01-221 5072

PA/ACCOUNT EXECUTIVE £11,000

Assist with organising Press conferences, public events, functions and presentations. Enjoy a genuine opportunity to progress and specialise in Client relations or marketing. As PA with this friendly progressive company who operate in the field of press and household magazines you will learn about the creative world.

Call Sue Lintern
on 01-834 0388

GET INTO TRAVEL £11,000

Learn to prepare travel brochures, deal with photographs, assist with Press releases and public relations, organise business functions and enjoy a dress allowance. All this and more is offered by this expanding travel company as PA to the MD. Short-hand or audio and WP essential.

Call Virginia Deyong
on 01-629 4031

ON RECEPTION £11,000

Hold the fort for this busy property company. Based on reception, use your typing for 30% of the day and get involved in the organisation and running of the business. Answering the busy switch-board and greeting visitors you can take on a full reception role and enjoy excellent benefits.

Call Liz Drake
on 01-734 0911

HIGH TECH PA £12,000

This new position for the sole Director of the high tech company requires an involved PA with drive and initiative. Grasp this opportunity to mould your own career within this expanding industry. Develop into new areas of sales and administration as reward for your typing skills.

Call Margot Wines
on 01-831 0666

GET INTO PROPERTY £11,000

Organise cocktail parties, wine house lunches and prestigious popular social events. Deal with personnel and use your administrative skills to deal with presentations involving property deals. You will be based in W1 and your typing and WP skills are all you need to enjoy this exciting position.

Call Jo Nicholls
on 01-629 4031

INTERNATIONAL PA £10,000

Are you a self-starter, decisive and well-organised? Regional manager of large international company needs your personality and good secretarial skills to work alongside him, deputising when he travels. It's a sales environment and you must be on the ball. Like the sound of a challenge?

Call Jill Orbell
on 01-688 5698

PA WITH PANACHE £12,000

The prestigious firm of property developers located in a most luxurious suite in Mayfair urgently need your excellent communication skills to entertain their exclusive clientele. Your involvement will be at the highest level as well as supervising your junior secretary. Excellent audio and WP skills needed.

Call Sonia Braslavsky
on 01-734 0911

JOIN THE PROFESSIONALS £13,000

Your style, sophistication, poise and professionalism will enhance your role as PA within the executive suite of this international city company. Assisting the Chairman and Senior Directors with your executive secretarial prowess, highly confidential approach, efficiency and demonstrable organisational abilities. An exhilarating PA role.

Call Michelle Sayers
on 01-623 1226

Be seen with the right company

DIRECTOR'S SECRETARY - CITY

Secretary aged 20-32 required for a Divisional Director in the modern open plan City office to work as part of a team in the Professional practice side of this Firm of Surveyors.

Applicants should have fast accurate audio typing and attention to detail is an essential prerequisite. The position could be of interest to someone with a legal and/or property secretarial background.

You should be able to work under pressure. Preference will be given to applicants with a good knowledge of Wang word processing who live within easy reach of the City.

PA TO EDITOR, SAVILLS MAGAZINE

An excellent opportunity has arisen for a competent secretary to combine their secretarial skills with ambition to be involved in the world of publishing.

Working for the Editor of this prestigious, market leading property magazine you will be involved in all aspects of its production.

Applicants must have excellent written English, be educated to 'A' level, numerate and able to use shorthand. An ability to work independently and take responsibility is essential.

The position would suit an extrovert, confident personality with a professional approach to work. Salary is according to age and experience.

PA TO DIRECTOR OF BUSINESS SYSTEMS

An excellent opportunity for a professional secretary aged 22-30 to branch out into computers. Applicants must have excellent written English and be educated to 'A' level standard with a genuine interest in computers and word processing.

The successful applicant will act in this new position as a Wang co-ordinator/administrator for the Head London office and provide computer support and full secretarial support to the Director of Business Systems.

Preference will be given to numerate applicants with previous knowledge of computers and good interpersonal skills. Training will be given where necessary.

ADVERTISING SECRETARY/ADMINISTRATOR - SW1

An excellent opportunity has arisen for a competent secretary to combine their secretarial skills with the co-ordination of Savills' London Residential advertising based in Sloane Street.

Applicants must have excellent written English and be educated to 'A' level standard with an interest in design and presentation. Fast accurate audio typing and good organisational skills are required.

High energy, willingness and flexibility are essential. This new position would suit a confident and patient individual with a good sense of humour.

Salary is according to age and experience.

Please apply with curriculum vitae to:
Susan Aarvold, Personnel Manager,
Savills Ltd, at:

01-499 8644 20 Grosvenor Hill, London W1X 0HQ

Your Future?

An opportunity to advance your career in a lively new role with real responsibility.

You will need to be mature, cool-headed and well organised to:-

- ★ Supervise a small admin team
- ★ Organise and assist at client functions
- ★ Establish personal contacts with major clients
- ★ Provide a confidential secretarial service.

Our client is a growing company with over 200 staff and a modern friendly atmosphere. To continue their expansion they need a confident well-presented person who will report directly to the Head of Sales and Marketing.

The right reward is available for the right person.

Applications with a full CV, and daytime telephone number should be sent quoting Ref LMC 775, to the address below. Please list separately any companies to whom you do not wish your details sent.

ROBERT MARSHALL ADVERTISING LIMITED

44 Wellington Street, London WC2E 7DJ.

Secretary with Style

B R O M L E Y

Tiphook plc has an opening for a confident self assured individual with excellent shorthand, typing and administrative skills to work for one of the key people in the group.

This position will offer scope to develop the job into a role where initiative, forward thinking and a desire to be involved will be the major qualities of this busy and demanding environment. The ability to be a member of the team is essential.

The ideal candidate for this post will be between 20-35, smart and able to communicate at all levels.

If you would like to work in Central Bromley in prestigious offices, earn a salary circa £10,000 p.a. and the usual benefits associated with a plc, then call us.

Please telephone or write with an up to date CV to:
Mrs J Bowden, Tiphook plc, Lancaster House, 7 Elmfield Road, Bromley, Kent BR1 1LT. Telephone 01-480 6060

Tiphook plc

PA/OFFICE MANAGER

Fluent German

c. £20,000

Do you have the motivation to help establish the European Headquarters (based in London) of a highly successful US firm specialising in Data Communications?

Working closely with the Vice President, you should be of graduate calibre, numerate and have first class organisational and administrative skills; fluent German and conversational French will be needed in order to liaise effectively with clients on the Continent.

As a key person with a small professional team, initiative and commitment will be essential. Good shorthand/typing skills are necessary but more important will be the energy and enthusiasm to become involved in this new venture.

Age preferred 27-40 years.

Please call 01-631 0479.

Seer Selection
RECRUITMENT CONSULTANTS

SEER

ROYAL HOUSEHOLD

The Royal collection invites applications for a post of secretary in the decorative art department at St. James's Palace.

In addition to a high standard of typing and shorthand, applicants must have a knowledge of the arts, preferably the decorative arts, and sufficient experience and initiative to organise and run an office together with an ability to understand and type French.

Starting salary £8,517 (including London Weighting Allowance) rising by annual increments to £10,407. The post is pensionable and offers 22 days paid holiday p.a. Free lunch. Parking available.

Please apply in writing to:

The Surveyor of
The Queen's Works of Art,
St. James's Palace,
London S.W.1.

HOME & FREEZER

SECRETARY FOR EDITOR

The Editor of Home & Freezer Digest is looking for a secretary with proven office skills including shorthand and excellent English, a strong friendly personality with tact and patience.

The successful person will be well presented and have good general knowledge; a developed interest in cookery would be an advantage. The job would suit someone with initiative, able to determine priorities and meet deadlines, who would enjoy working in a lively, demanding editorial environment.

Please reply with CV to Helen Mildenhall, Admin. Mgr., BEAF Ltd, Glenhorne House, Hammersmith Grove, London W6 0LG.



ACCORD CUSTOMER HELP

Accord, the well known Greeting Card Publisher need an enthusiastic young (18+) to help in our hard working customer support team. Training given for this involving position. Salary based on £10,000.

01 354 0101
Philip Whiteman

80% ADMIN MANAGER 20% PA c.£14,000

You are:

- A top class secretary
- Looking for a challenge
- Hard working
- Intelligent

We are:

- Young professional environment
- Fast moving
- Dynamic growth planned

If this is you and you like the sound of us apply today with full CV to:

John Mills
Prudential Property Services
2nd Floor, 15-27 Gee Street
London EC1V 3RU

PRUDENTIAL
Property Services

EXECUTIVE SECRETARY/PA c.£16,000

The General Manager of this prestigious international bank urgently needs a poised, polished and professional secretary/PA. In addition to first-class skills including shorthand, candidates must have initiative, excellent administrative and interpersonal skills and be able to maintain the highest degree of confidentiality at all times. Previous banking experience is preferred. Excellent scope of working benefits including a mortgage subsidy. Age 28 to 34.

Please contact Jan Embley on 377 1188

RODAN MANAGEMENT LIMITED
15 DEANSGATE, LONDON W1A 1DE
RECRUITMENT CONSULTANTS

CONTINUED ON PAGE 34

La Creme

SECRETARIAL RECRUITMENT CONSULTANTS

Personnel Secretary To £11,000

Our client, a leading professional City firm, is implementing positive human resource policies in recruitment, training, appraisal and career development.

With the growth of the Personnel department, a secretary is now required to support the Personnel Director and two other professionals.

This is an ideal opportunity for a well-educated and proficient secretary, aged 20+, capable of working on own initiative, to develop skills within a dynamic environment. Assistance with personnel examinations will be considered favourably.

For further information please contact Joanna Bell.



OFFICIAL SPONSOR OF THE 1988 BRITISH OLYMPIC TEAM

01-491 1888

LEADING WEST END FIN ART DEALERS

SECRETARY required for Picture Gallery with excellent secretarial skills. Adaptable, well presented and confident. Duties include shorthand and typing, handling client enquiries and generally being responsible for smooth running of busy office. Experience and good references essential. 10% Christmas bonus, LVA, private medical insurance and pension scheme. Salary negotiable.

Write to Box No. 1338 enclosing full CV and current salary.

Secretary to Hotel Executive

A smart articulate Secretary is required to assist the General Manager of this prestigious hotel in Kensington.

Together with excellent all round secretarial skills applicants must have personality, common sense and the ability to maintain a high level of confidentiality.

A competitive salary and Bank Organisation benefits will be offered.

Please apply in writing with full career details to date to Judy Mitchell, Personnel Manager, 4-18 Harrington Gardens, London SW7 4LH. Tel: 373 6590.

THE Gloucester
LONDON

£20,000 PACKAGE GERMAN SPEAKING?

Your English is of mother tongue standard, your German is fluent and your English shorthand is an accurate 80 plus. Join an executive team assisting the two joint heads of a major bank, in their business + high profile public life. Salary to £16,000 + mortgage subsidy, loans, BUPA, pension plus 6 weeks holiday.

City 377 8600
West End 439 7001

SECRETARIES PLUS

SWITZERLAND THE BANK FOR INTERNATIONAL SETTLEMENTS

an international institution in Basle, seeks a fully-trained

SECRETARY/SHORTHAND-TYPIST for its General Secretariat.

Candidates, who should be aged between 20 and 25 and have English as their mother tongue, should have a good knowledge of French and German. Experience with word-processors, preferably DisplayWrite 4, would be an advantage.

The Bank offers and attractive salary and excellent working conditions in an international atmosphere.

Interested applicants are invited to write to:
The Personnel Section,
Bank for International Settlements,
P.O. Box 4002
Basle,
Switzerland,

enclosing a curriculum vitae, references and a photograph.

TOP DESIGN GROUP

We need an intelligent bi-lingual (French) secretary/receptionist, preferably with administrative and book-keeping experience to trial balance.

Call Claire on 01 381 6433

ACE FOSTER BEAZLEY ASSOCIATES

BILINGUAL SECRETARIES

FRENCH £11,000 + BANK PERKS

West End branch of a large City based Bank requires a bilingual PA/Secretary to the Branch Manager. Banking experience essential. Organisational ability and willingness to be totally involved are necessary attributes. WP and English SH skills needed.

JAPANESE £11,000

The small Property Dept. of a large City based Merchant Bank requires a bilingual secretary with English mvt. Some translation and telephone liaison required. Good communication skills essential.

ITALIAN £12,300 + BANK PERKS

One of the largest City based Banking organisations currently requires an Italian speaking secretary to work with their Investment Banking team. A sense of humour, good organisational ability and good SH and WP skills are all essential.

SWEDISH £12,000+

Highly competent project secretary is currently required by large Swedish construction company. A fluent knowledge of Swedish, good WP skills, neatly SH and good administrative skills are all essential.

For further details of these and many other temporary and permanent assignments, please contact Jonathan Barker or Ema Lewis on 242-2844

01-242 8844 - 51 CHANCERY LANE, LONDON WC2A 1EU

RECRUITMENT CONSULTANTS

CAROLINE KING

SECRETARIAL APPOINTMENTS

You are cordially invited to our NEW YEAR DRINKS PARTY

on Wednesday, 13th January, 1988 6-8 pm
WP, shorthand, audio, shorthand, or clerical skills needed.

Please contact Julian Smith

01-499 8870

87 New Bond Street London W.1

TELEVISION AND RADIO

Compiled by Peter Dear
and Peter Davalle

BBC1

- 6.00 Ceetax AM. News headlines, weather, travel and sports bulletins.
- 6.30 Leon Enrol in Maid Trouble (b/w). 6.55 Weather.
- 7.00 Breakfast Time with Jeremy Paxman and John Stapleton. Includes national and international news at 7.00, 7.30, 8.00 and 8.30; regional news and travel reports at 7.15, 7.45 and 8.15; weather at 7.35, 7.55 and 8.15.
- 8.30 Laverne and Shirley. Vintage American comedy series 8.55 Regional news and weather.
- 9.00 News and weather followed by Open Air. Patsy Cuthbert receives viewers' comments on yesterday's television output 9.30 Károly, Robert Károly-Silk, chairs a discussion on a topical subject.
- 10.00 News and weather followed by Go for Gold (S). 10.25 Children's BBC. Andy Crane with programme details and birthday greetings followed by Play School, presented by Stuart Bradley and Lesley Woods, and The Wombles, narrated by Bernard Cribbins (A).
- 10.55 Five to Eleven. Anneta Crook with a reading 11.00 News and weather followed by Open Air. Programme makers meet their critics.
- 12.00 News and weather followed by Daytime Live. The guests include Magnus Magnusson; there is a report on a threat to the New Forest; and music from the Pasadena Roof Orchestra 12.55 Regional news and weather.
- 1.00 One O'Clock News with Michael Buerk. Weather 1.30 Neighbours. Clive's day out with Louise is successful in the business angle rather than the romantic 1.50 Going for Gold. European general knowledge quiz presented by Henry Kelly.
- 2.15 Film: The Pilot (1978) starring Cliff Robertson, Diana Baker and Milo O'Shea. Drama about airline pilot with a drink problem

BBC2

- 9.00 Ceetax 9.45 Daytime on Two. French language 10.00 For the very young 10.15 Different types of bread 10.35 Post and travel in Scotland 11.00 Words and pictures 11.15 A bullying incident from two viewpoints 11.40 Science in action 12.05 Short service commissions 12.25 Youth Training Scheme 12.50 Ceetax 1.20 For young children 1.30 The Norman invasion 2.00 News and weather followed by Storyline.
- 2.15 Antiques Roadshow in Great Yarmouth (A). (Ceetax)
- 3.00 News and weather followed by World Darts. Highlights of last night's second round matches in the Embassy World Professional Championship 3.50 News, regional news and weather.
- 4.00 Catchword. Word game presented by Paul Cole.
- 4.30 River Journeys. William Shewcross travels up the Mekong from Ho Chi Minh City (A). (Ceetax)
- 5.30 Film 88 presented by Barry Norman (A).

BBC1

- 6.00 Ceetax 6.45 Daytime on Two. French language 10.00 For the very young 10.15 Different types of bread 10.35 Post and travel in Scotland 11.00 Words and pictures 11.15 A bullying incident from two viewpoints 11.40 Science in action 12.05 Short service commissions 12.25 Youth Training Scheme 12.50 Ceetax 1.20 For young children 1.30 The Norman invasion 2.00 News and weather followed by Storyline.
- 2.15 Antiques Roadshow in Great Yarmouth (A). (Ceetax)
- 3.00 News and weather followed by World Darts. Highlights of last night's second round matches in the Embassy World Professional Championship 3.50 News, regional news and weather.
- 4.00 Catchword. Word game presented by Paul Cole.
- 4.30 River Journeys. William Shewcross travels up the Mekong from Ho Chi Minh City (A). (Ceetax)
- 5.30 Film 88 presented by Barry Norman (A).

BBC2

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ITV/LONDON

- 6.00 TV-am
- 6.30 GDay Britain presented by Anne Diamond on location. After Nine includes a discussion on sound therapy.
- 6.55 Thames news headlines.
- 7.30 Give Us a Clue. Comedy mime game presented by Michael Parkinson. 10.00 Santa Barbara 10.25 News headlines.
- 10.30 The Times. The Place. Mike Scott chairs a topical discussion 11.10 Allsorts. For the young (A). 11.25 Thames news. 11.55 News at Ten. This week's edition of the magazine programme for the older viewer includes a report on the marriage bureau market for the more mature women 12.00 Wish You Were Here. (A).
- 12.30 News with Julia Somerville 12.50 Thames news.
- 1.00 Chain Letters. Word association game presented by Jeremy Beckett. 1.30 Country Criticisms 1.50 A Country Practice.
- 2.30 Votes for Women. A new weekly series which 100 women have their say on issues that matter to them, beginning with David Alton's abortion bill. Presented by Sheena McDonald, with guest, Celia Hirst. 3.00 Games. Serial set in London's rag trade 3.25 Thames news headlines 3.50 Sons and Daughters.
- 4.00 Red, Jane and Freddy 4.10 Five Minute Wonder presented by Gabrielle Bradshaw 4.20 The Wind in the Willows. Animated series of Toad and his friends 4.45 Your Mother Wouldn't Like It.
- 5.15 Blockbusters.
- 5.45 News with Fiona Armstrong
- 6.00 Thames. A new scheme to help unemployed people find places to live.
- 6.30 Emerald Farm. House hunting adds to Jack and Kathy's pre-wedding nerves.

CHANNEL 4

- 9.30 Schools.
- 12.00 Business Daily. Business and financial news service.
- 12.30 Just 4 Fun. For young children.
- 1.00 Tourism: The Welcome. Business. The first of a five-part Open College series. (Ceetax)
- 1.30 Working Words. An effective writing-at-work series linked to an Open College course. (Ceetax)
- 2.00 The Parliament Programme
- 2.30 Film: Bonnie Scotland (1935, b/w) starring Laurel and Hardy. Stan and Ollie make their way to Scotland to claim Stan's inheritance from his grandfather. Directed by James W. Horne.
- 4.00 Mavis on 4.
- 4.30 Fifteen-to-One. Game show.
- 5.00 American Football. Highlights from the Super Bowl quarter-finals.
- 6.00 Ice Skating. The European Figure Skating Championships from Prague featuring the Compulsory Dance/Ladies Short Programme.
- 6.30 Before the Law. (See Choice)
- 7.00 Channel 4 News with Peter Sissons and Nicholas Owen.

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Inventor of happiness

TELEVISION CHOICE

● QED: Sheer Genius (BBC1, 9.30pm) is a drama documentary about the discovery of nylon but many viewers may be less interested in the scientific details, admirably though not rivetingly elucidated in diagrams of molecules, than in the personality of the inventor. He was one Dr Wallace C. Carothers, brought up in Iowa and, by 1926, lecturing in chemistry at Harvard with the ambition of becoming a great scientific thinker. But life's path was not destined to run smooth. He was moody, unstable, prone to fits of depression and, the programme hints, unsuccessful in his relations with women. If that was true, it is a nice irony, for few men can have made so many women so happy. Before nylon stockings, which, surprisingly, did not go on sale until May 1940, the ordinary working girl who could not run to the silk variety had to make do with wool stockings, wrinkly, unflattering and too expensive to throw away at the first hint of a hole. Combining hard scientific analysis with scenes of pure Hollywood (Carothers bursting into the laboratory and exclaiming: "We've got it!"), Katharine Everett's film follows the long pregnancy and birth of the first synthetic fibre. The trouble was that by the time nylon stockings arrived, there was a war on and women who had eagerly looked forward to this sleek new hosiery found themselves entreated to do without it so that nylon could be released for more pressing purposes. News film of the period shows a line of starlets dutifully baring their legs to help the Allied cause. What with post-war austerity, it was not until 1951 that nylons officially reappeared, though unofficially they had been at the



Secrets of a 1920s girl's bedroom: actress Sorel Johnson, with silk stockings, in Sheer Genius, on BBC1, 9.30pm

heart of a thriving black market. Carothers did not live to see it. His invention was patented in 1937 and a few weeks later, convinced that he had failed as a scientist, he checked into a Philadelphia hotel and killed himself.

● If you are thinking of committing a crime, here is a piece of advice: do it in Gloucestershire rather than Kent. Criminals who come up before the magistrates in Ramsgate are 23 times more likely to be sent to prison than defendants who face the bench in Cirencester. Disparities in sentencing are the main theme of Before the Law (Channel 4, 6.30pm), a new four-part series on the workings of justice. The programme quotes other examples: Devon magistrates send twice as many men to prison as their colleagues in neighbouring Somerset, and Lancashire is twice as severe as south Yorkshire. The programme puts the matter further to the test by getting

Peter Waymark

The height of success

RADIO CHOICE

● If you will permit the pun (it is not original, but given the nature of the programme, it seems appropriate to press it into service yet again), the climber Chris Bonington is in peak condition in the *Wednesday Feature*, The Everest Years (Radio 4, 11.00am). So fit is he that during the whole of his climb up a rock face in the Lake District, he not only summons up enough breath to keep up a commentary but so completely does he divorce himself from his own difficulties that he is able to shout instructions to his fellow climber. But as Gort Craig is a mere dwarf in comparison with the overseas giants Bonington has conquered the Eiger, Annapurna 11, Nuptse and, most notably, Everest, producer John Knight has had to find some way to throw a narrative rope between the Lake District, the Bernese Oberland and the Himalayas, and he has settled, sensibly and frequently movingly, for Bonington's spoken and writ-



Chris Bonington: R4, 11am

ten thoughts about the lure of mountaineering and the sometimes fatal results. Since there is a limit even to Bonington's versatility, these thoughts are delivered at ground level.

● Why we have to wait so long for Sisters to Fame (Radio 4, 4.05pm) I cannot imagine. Can there really be a glut of true stories about sisterly quarrels whose marriages brought them celebrity? All credit, then, to Susan Hill

for excavating the history of the four Macdonalds, daughters of a humble Methodist minister, one produced Rudyard Kipling, the second bore Stanley Baldwin, the third was Edward Burn-Jones; the fourth married Sir Edward Poynton, who became president of the Royal Academy. Thanks to recorded history, Susan Hill does not have to work too hard to convince us that the Macdonald girls made their mark through their spouses. I was less impressed by the case she tries to make out for the sisters to be recognized as notable personalities in their own right.

● A good job William and Mary (Radio 4, 6.30pm) is radio, not television. There might otherwise be a high casualty rate among the squeamish. Even on radio, however, this Roald Dahl story of a brain and eye that survive death has its revolting moments thanks to post-mortem sound effects that have been recorded with devilish relish.

Peter Davalle

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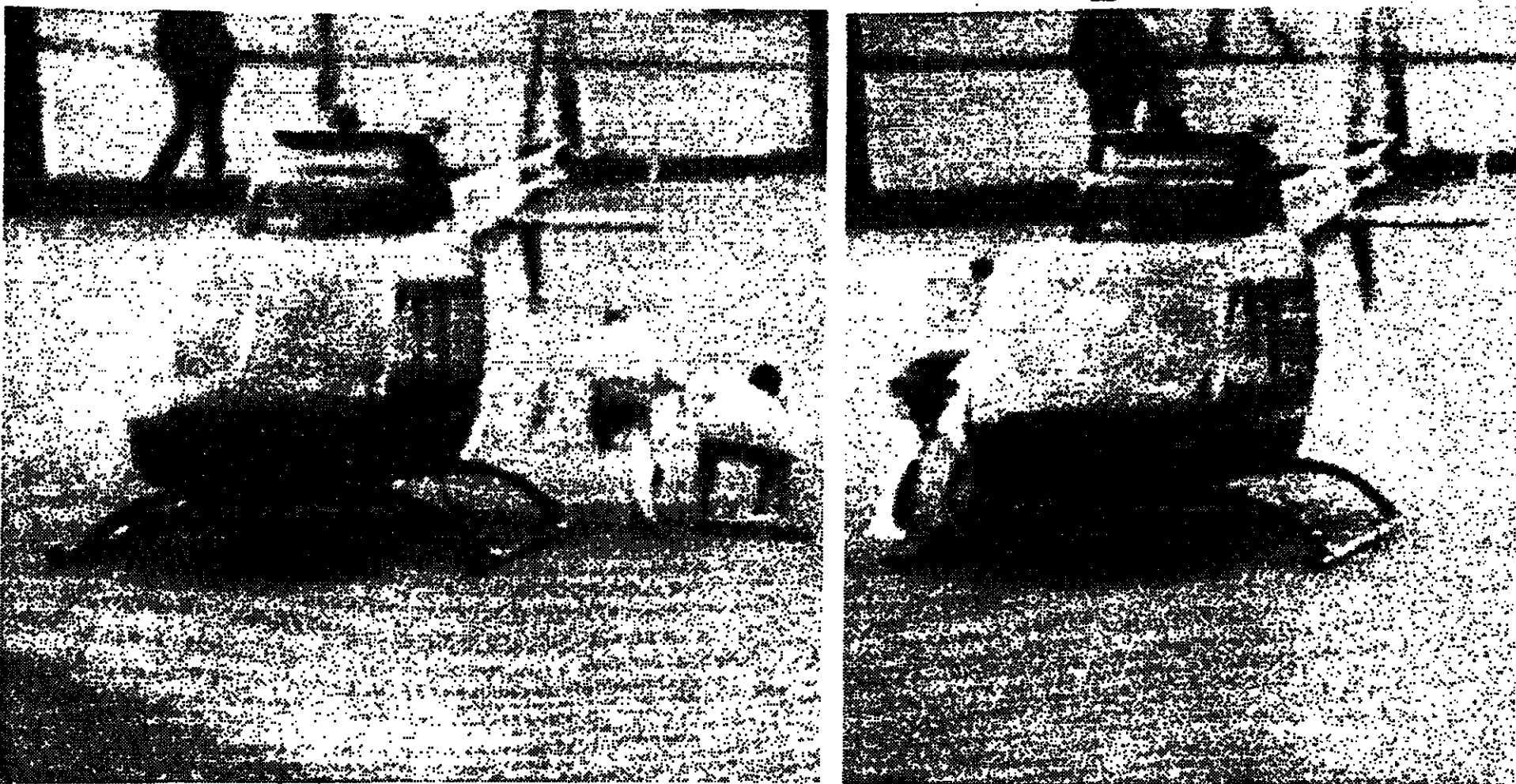
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VARIATIONS

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Prison camera catches helicopter escape



Gartree prison, December 10, 3.16pm: John Kendall and John Draper running towards the helicopter at Gartree prison and, five seconds later, Kendall attempting to get inside

By Craig Seton

Millions of television viewers last night saw a video film of the escape by helicopter of two prisoners from Gartree maximum security prison in Leicestershire.

The recording, taken by a security camera from within the prison, was also watched for the first time by Captain Ian Evans, aged 37, the pilot who was hijacked in mid-air by an accomplice of the two escapees.

Captain Evans saw the video when he appeared on the BBC television programme *Crimewatch*, which broadcast the film at the request of Leicestershire police who are still hunting the escapees.

It showed the helicopter touch down on a soccer field at Gartree prison on December 10 and two prisoners, both waving white towels, running towards it.

John Kendall, aged 36, who was

serving eight years for burglary, and John Draper, aged 39, serving life for murder, were seen running first to one side of the helicopter and then to the other.

The film showed Kendall struggling to open the door of the helicopter while Draper looked on anxiously, and then both men going round to the other side and clambering aboard as the helicopter began its ascent.

It landed three miles away on an

industrial estate in Market Harborough. Draper, Kendall and the accomplice, who ordered Captain Evans at gunpoint to go to the prison after hiring the helicopter at Stansted Airport, made their getaway through hijacking several vehicles and have not been seen since.

Captain Evans, speaking before he appeared on the *Crimewatch* programme, said: "I have not seen

the prison's video recording of the escape and I am keen to see what it looked like from the outside.

"It was frightening at the time, but I have been frightened before and I will be frightened again, I am sure, but I look on it as a fascinating experience."

Leicestershire police hope the video will jog people's memories of the escape and possibly produce a new lead.

Commons sketch

The revival of Mr John Moore

With apologies to Charles Wolfe's "The Burial of Sir John Moore at Corunna"

Not a cheer went up, not a rejoicing note, As his brief to the Despatch Box he carried; Not a dry eye was there to welcome him home. O'er a hospital bed he had tarried.

His eyebrows were raised, his hands all aquiver, As their sods with their bayonets turning, Glared back at him with blood in their eyes, The revival preceding the burning.

With Edwina beside him, dressed all in yellow, He advanced in a bit of a hurry, And as Mr Skinner proceeded to bellow, Moore leant back on cash, and on Currie.

"He's the potential leader!" screamed Skinner, While Moore bumbled of great health improvements.

But to judge an MP by his words is all wrong: There is more to be told from his movements.

His face it is blank, his blue tie is neat, A slight flush can be seen on his cheek, But though his jaw juts and his gestures are tough His impression of strength comes out weak.

"The government's making this country sick" Moaned a disgruntled Labour back-bencher, Moore twiddled his biro, looked down at his brief, As if happy to bow to such censure.

"The winter of '78 I will never forget" His words emerged, loud and clear, Fresh from his privatised hospital bed, He managed to shed not a tear.

"Increased Patient Activity" were his words of the day,

A catchphrase not destined to stick: Quoits, and basket-ball, tennis and squash Form unworkable demands on the sick.

Percents and percents and percents and percents: You could only but swoon at Moore's grasp! But even the merriest percentage of all Will not cheer up a patient's last gasp.

And so the Prime Minister took to her place, This century's most long-standing resident, Her visit to Africa taking its toll, As she addressed Mr Speaker as "President".

Slowly and smoothly Moore laid himself down, From the field of his fame fierce and gory, But the smooth and the slippery are closely allied, So we left him alone with his glory.

Craig Brown

Beds escape ban on killer foam

Continued from page 1

hazard, said that the campaign had concentrated on upholstered furniture because it presented the most immediate and severe risk.

"Deaths resulting from furniture fires have been rising while those from bed fires have been falling," he said. Meanwhile, Mr David Freeland, director of the British Furniture Manufacturers Association, called for the ban to be imposed on all furniture and furnishings.

"There should be no exemptions and we shall be pressing the minister to impose a universal ban."

He pointed out that items such as headboards, scatter cushions and footstools were excluded from previous controls and that, even after the ban, such things as carpet backing and curtain liners would not be covered.

Mr Freeland said that the furniture makers still had reservations about whether

the producers of the much-safer "combustion modified" foams — the only ones which will be used after next February — could deliver sufficient quantities of the new material in time.

● Furniture complies: Customers who have called retailers about recently-bought furniture or furniture on order have been urged not to cancel or attempt to return their goods.

"All our furniture complies with existing regulations," said Mr David Dawkins, merchandising director for Harris Queensway, which comprises Times Furnishings, the Queensway discount stores and the Vagabond concessions in Debenhams stores and holds 12 per cent of the upholstery market.

More than half of stock will contain the new foam by the end of August, although this will mean an increase of at least £100 on an average three-piece suite.

Israeli troops keep UN envoy out of camps

From Ian Murray, Jerusalem

In what looked like another deliberate snub to the UN, Israeli soldiers yesterday prevented the special envoy, Mr Marrack Goulding, from entering refugee camps in the Gaza Strip, claiming it would not have been "in the interests of security".

Israeli Army officers stopped his convoy of three cars as he attempted to enter seven of the eight camps currently under curfew or simply closed off by the military. He called off his visit to the eighth after spotting youths throwing stones and burning tyres.

The move by the military came on a day when further trouble resulted in another camp death. A Palestinian accused of trying to knife soldiers was killed in the town of Rafah, near the Egyptian border.

It also came as it was reported that Israel was planning to expel four Palestinians to Lebanon despite a Security Council resolution condemning such a move.

When Mr Goulding later met Mr Yitzhak Rabin, the Defence Minister, he was told: "I understand in one camp we didn't allow you in. In another camp, the local people didn't want you in." Mr Goulding contradicted: "Come on, your

intelligence is better than that minister."

He was able, however, to gain "a vivid impression" of what he found to be "an unpleasant and unattractive place".

Later Mr Goulding had a cold hour-long meeting with Mr Rabin when he explained UN concern at the way Israel was putting down the disturbances, pointing out in particular the UN resolution condemning Israel for deportations.

Photograph.....6

Mr Rabin told him that Israel did not regard the UN resolutions as either binding or relevant. The minister said that while the international community seemed to have a great deal to say about human rights it was not prepared to do anything to help the refugees. For example no country had ever accepted Israel's offer to look after an individual camp, he said.

In keeping Mr Goulding out, the army followed what is increasingly becoming standard procedure. The security forces believe that television cameras and important visitors incite trouble, so Mr Rabin, has given local com-

manders the authority to keep anyone out.

Mr Goulding said that he would leave Israel with some ideas to help the situation.

In the West Bank the situation was relatively calm yesterday although in Nablus running fights developed between the army and demonstrators, ending with four people being shot and wounded.

Meanwhile four of the five West Bank residents issued with deportation orders yesterday withdrew their appeals. According to their lawyer, Mr Jawad Boutros, they had no confidence in "the legitimacy of what has clearly become a judicial charade." The four are liable now to immediate deportation and could be sent to Switzerland, since no neighbouring country is prepared to accept them.

● WASHINGTON: The White House said yesterday that only direct Arab-Israeli peace talks would provide a lasting solution to the violence sweeping the occupied West Bank and Gaza strip (Reuters reports). The spokesman, Mr Martin Fitzwater, said President Reagan, who had been in direct touch with the Israeli leaders, was monitoring the situation.

DTI seeks Guinness details

Continued from page 1

very day of the annual meeting. A year ago, immediately before the meeting, allegations about Sir Ralph's involvement with Fionia Wright, a model aged 19, appeared in Sunday newspapers.

Sir Ralph — who is acknowledged as one of the leading British retailers of his generation for the way in which he has restored the fortunes of the group since a boardroom coup brought him to power — has also had to face criticism over his pay deals.

There are strong suggestions in the City that a campaign is being waged against his leadership, either from within the company itself or from outside forces, but suggestions of a boardroom rift were yesterday denied by a company spokesman.

The inquiry by the DTI empowers its inspectors to demand any books and papers from the company which they wish to see, and is only one of several being undertaken. It is not unusual for the DTI to make secret inquiries into takeover bids.

Sir Ralph told an enthusiastic annual meeting yesterday that group sales since the beginning of the new financial year in September were 19 per cent ahead.

Commons uproar on health service

Continued from page 1

number of babies saved immediately at birth and in the first months after birth."

With MPs on both sides in uproar, earlier Mr Kinnock angered Conservatives by breaking convention and referring to the Prime Minister as "this woman".

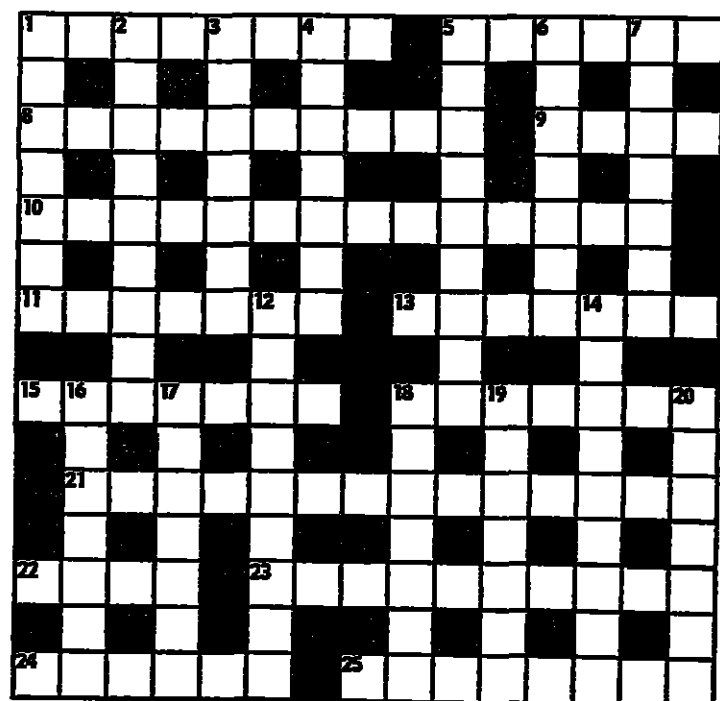
To furious protests from Tory MPs the former Labour minister said: "What is the matter with this woman, that she doesn't make the response that's necessary for parents, patients and for children in this country?"

When Mrs Thatcher responded by emphasizing that spending on the health service was 30 per cent up on Labour's record when last in government, even after allowing for inflation, Mr Kinnock countered: "Can you not see or will you not see that your figures are absolutely useless to parents who are distracted by worry at having to wait for urgent treatment for their children?"

Mrs Thatcher said that the extra £100 million announced before Christmas brought extra spending on the NHS this year to £870 million and there would be further increases next year. "The health service, on the whole, has had greatly expanding resources," she said.

Mr Kinnock refused yes-

THE TIMES CROSSWORD PUZZLE NO 17,564



- ACROSS**
- Outwardly merry, I have to enjoy myself (4,2,2).
 - Many at start of the market shop around (6).
 - Sea god cold in the mist that's about (4,2,4).
 - Transmitted in 16 (4).
 - Best with a beer — a novel (3,5,6).
 - Stand-in swallows a testing substance (7).
 - Knock the breath out of woman, one given to talking (7).
 - Interview a servant — something's leaked out (7).
 - Boredom at work? Retire here (7).
 - 19-1 — second team's creased (5,4,5).
 - A sound spot of brandy (4).
 - Girl meeting lad bearing the French name — she lost her head (4,6).
 - Recurrent crack in elm tree (6).
 - Fruit you can hear (and almost see) is soporific (8).
- DOWN**
- Vessel not so dark (7).
 - Left a cove making a U-turn (5,4).
 - Is love dead? Divorce is the answer (7).
 - Out of bed, cleaned in a beehive (7).
 - In the story, I am involved with Zen more than once (9).
 - In colour that's in reverse (7).
 - Men wandering in the Far East forgetting everything (7).
 - Deny holding it up following a round that's clear (9).
 - 37 degrees of kindred — only part of the whole race (5,4).
 - Not worried about the Conservative way to attain bliss (7).
 - Staff originally couldn't abide the stink from it (7).
 - It provides drink for sheep trapped between railway lines (7).
 - Compre is in love, in part (7).
 - Canon's out of order (7).

WORD-WATCHING

A daily safari through the language jungle. Which of the possible definitions is correct?

SEA WORDS By Philip Howard

DIPPING LUG
a. A ladle for the rum ration
b. Ship's biscuit
c. A naval anchorage

KNORE
a. A merchant ship
b. Ship's biscuit
c. A naval anchorage

SELVAGE
a. Jetson or lagan
b. Salvage rights
c. A strip

DAVY JONES
a. A Welsh Admiral
b. A ship's locker room
c. The devil

Solutions page 20, column 8

Solution to Puzzle No 17,563

ACROSS
1. OUTWARDLY MERRY
2. MANY AT START
3. SEA GOD
4. TRANSMITTED
5. BEST WITH A BEER
6. STAND-IN
7. KNOCK THE BREATH OUT
8. INTERVIEW
9. BOREDOM
10. 19-1
11. A SOUND SPOT
12. GIRL MEETING
13. RECURRENT CRACK
14. FRUIT YOU CAN HEAR

DOWN
1. VESSEL
2. LEFT A COVE
3. IS LOVE DEAD
4. OUT OF BED
5. IN THE STORY
6. IN COLOUR
7. MEN WANDERING
8. DENY HOLDING
9. 37 DEGREES
10. NOT WORRIED
11. STAFF
12. IT PROVIDES
13. COMPRE
14. CANON

WEATHER

Most of the British Isles will have sunshine and blustery showers, with the risk of hail and thunder in the North-west. Severe gales are likely in parts of Northern Ireland and western Scotland. Central and eastern England will be less windy, with sheltered areas staying dry and bright. South-eastern counties will have occasional rain. Temperatures mostly near normal. Outlook: more of the same.

ABROAD

City	Temp	Wind	Cloud
Algeria	11-18	SE	10-20
Alexandria	18-24	SE	10-20
Amman	10-18	SE	10-20
Baghdad	14-22	SE	10-20
Bahia	18-24	SE	10-20
Bombay	24-30	SE	10-20
Buenos Aires	14-22	SE	10-20
Calcutta	24-30	SE	10-20
Cairo	18-24	SE	10-20
Cebu	24-30	SE	10-20
Colon	24-30	SE	10-20
Hong Kong	24-30	SE	10-20
London	14-22	SE	10-20
Madras	24-30	SE	10-20
Manila	24-30	SE	10-20
Mexico City	14-22	SE	10-20
Mumbai	24-30	SE	10-20
Nairobi	14-22	SE	10-20
Rangoon	24-30	SE	10-20
San Francisco	14-22	SE	10-20
Singapore	24-30	SE	10-20
Tokyo	14-22	SE	10-20
Yokohama	14-22	SE	10-20

AROUND BRITAIN

City	Temp	Wind	Cloud
Cardiff	14-22	SE	10-20
Edinburgh	14-22	SE	10-20
London	14-22	SE	10-20
Manchester	14-22	SE	10-20
Newcastle	14-22	SE	10-20
Nottingham	14-22	SE	10-20
Sheffield	14-22	SE	10-20
Southampton	14-22	SE	10-20
Stirling	14-22	SE	10-20
Wolverhampton	14-22	SE	10-20

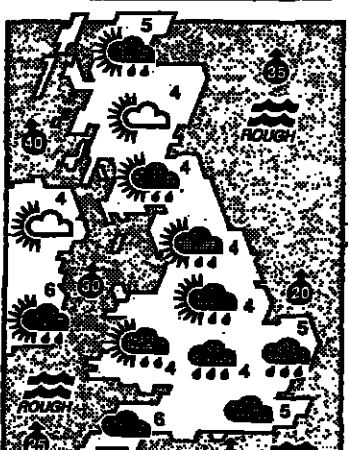
HIGH TIDES

Location	Time	Height
London Bridge	7.07	7.58
Abbeville	7.25	7.40
Amman	7.43	7.25
Baghdad	7.61	7.10
Bahia	7.79	6.95
Bombay	7.97	6.80
Buenos Aires	8.15	6.65
Calcutta	8.33	6.50
Cairo	8.51	6.35
Cebu	9.09	6.20
Colon	9.27	6.05
Hong Kong	9.45	5.90
London	9.63	5.75
Madras	9.81	5.60
Manila	9.99	5.45
Mexico City	10.17	5.30
Mumbai	10.35	5.15
Nairobi	10.53	5.00
Rangoon	11.11	4.85
San Francisco	11.29	4.70
Singapore	11.47	4.55
Tokyo	11.65	4.40
Yokohama	11.83	4.25

THE POUND

Country	Rate
Australia	2.55
Canada	1.25
Denmark	1.36
France	6.55
Germany	3.36
Italy	1.36
Japan	164.1
Netherlands	2.20
Portugal	204.8
Spain	166.6
Sweden	4.66
Switzerland	2.20
USA	1.58
Yugoslavia	27.50

AM



LONDON

Yesterday: Temp: max 6 am to 6 pm, 6C (43F); min 6 pm to 6 am, 5C (41F). Humidity: 6 pm, 67 per cent. Rain: 24hr to 6 pm, trace, 24hr to 6 pm, 1.2mm. Sea: mean sea level, 6 pm, 1.00m. Sunrise: 07.55h.

HIGHEST & LOWEST

Yesterday: Highest day temp: Portsmouth, 11C (52F); lowest: 1C (34F). Lowest night temp: 1C (34F); highest night temp: 5C (41F). Highest rainfall: 1.2mm; lowest rainfall: 0.1mm.

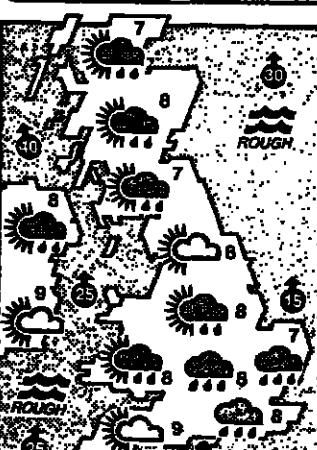
YESTERDAY

Temperatures at midday yesterday: C, cloud; F, fair; S, sun; R, rain; N, mist; H, hail; T, thunder.

NOON TODAY

City	Temp	Wind	Cloud
Cardiff	14-22	SE	10-20
Edinburgh	14-22	SE	10-20
London	14-22	SE	10-20
Manchester	14-22	SE	10-20
Newcastle	14-22	SE	10-20
Nottingham	14-22	SE	10-20
Sheffield	14-22	SE	10-20
Southampton	14-22	SE	10-20
Stirling	14-22	SE	10-20
Wolverhampton	14-22	SE	10-20

PM



MANCHESTER

Yesterday: Temp: max 6 am to 6 pm, 6C (43F); min 6 pm to 6 am, 5C (41F). Humidity: 6 pm, 67 per cent. Rain: 24hr to 6 pm, trace, 24hr to 6 pm, 1.2mm. Sea: mean sea level, 6 pm, 1.00m. Sunrise: 07.55h.

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Nottingham	14-22	SE	10-20
Sheffield	14-22	SE	10-20
Southampton	14-22	SE	10-20
Stirling	14-22	SE	10-20
Wolverhampton	14-22	SE	10-20

صلى الله عليه وسلم

Executive Editor
David Brewerton

STOCK MARKET

FT 30 Share
1396.9 (-20.5)
FT-SE 100
1739.2 (-21.0)

Bargains
23743 (27733)
USM (Datastream)
143.08 (+0.13)

THE POUND

US dollar
1.8215 (same)
W German mark
2.9763 (-0.0064)
Trade-weighted
75.4 (-0.1)

US bank
writes
off debt

American Express, the US banking group, yesterday announced that it had written off all its private sector corporate loans to Latin America and was adding a further \$350 million to its bad debt provisions.

The bank is the third to write off a proportion of its Latin American debt and the extra provisions take its total loan loss reserves for Third World debt to 60 per cent, roughly double the level of many other large US banks.

Comment, page 25

TVS up 51%

Television South, dismissed speculation that the TV-am technicians' strike could spread to its studios over its through-the-night deal involving little overtime. It announced a 51 per cent profit rise to £21.8 million for the year to October 21.

Tempus, page 24

PWS ahead

PWS Holdings, Britain's seventh largest quoted insurance broker, made pretax profits in the year to the end of September of £7.2 million against £8.5 million the previous year which included an exceptional credit of £1.6 million. The total dividend was raised to 10.5p from 10p.

Tempus, page 24

£11m profit

Pretax profits from Country-side Properties, the Essex housebuilder and developer, leapt in the year to end-September from £4.2 million to £11.1 million. Turnover rose 76 per cent to £54 million. Earnings per share jumped from 10.5p to 21.6p. A final dividend of 1.28p makes a total of 1.91p (1.59p).

Tempus, page 24

SUMMARY

STOCK MARKETS

New York	Dow Jones	1899.37 (-45.76)
Tokyo	Nikkei Average	22625.05 (+48.62)
Hong Kong	Hang Seng	2442.41 (+41.61)
Amsterdam	Amst. 100	2133.3 (+1.5)
Sydney	AO	1286.3 (+20.0)
Frankfurt	Frankfurt	1276.3 (+0.6)
Brussels	Brussels	3729.8 (+30.9)
Paris	Paris CAC	2752.2 (+12.4)
Zurich	SIX	4130.0 (+3.1)
London	FT-30	1396.9 (-20.5)
FT-100	FT-100	1739.2 (-21.0)
FT-100	FT-100	1739.2 (-21.0)
FT-100	FT-100	1739.2 (-21.0)
FT-100	FT-100	1739.2 (-21.0)

MAIN PRICE CHANGES

RISES	FALLS
Body Shop	805p (+25p)
Wellcome	382p (+11p)
Parish	375p (+25p)
T Robinson	421p (+15p)
Countrywide	421p (+15p)
Central TV	248p (+17p)
Sketchley	370p (+15p)
FALLS	
Cine Gold	880p (-20p)
Becham	450p (-14p)
Sun Life	962p (-22p)
Tarmac	229p (-10p)
Barclays	468p (-15p)
Standard Chart	530p (-18p)

INTEREST RATES

London Bank Base	8 1/4%
3-month interbank	9 1/4%
3-month eligible bills	8 1/4-8 3/4%
buying rate	
US Prime Rate	9 1/4%
Federal Funds	9 1/4%
3-month Treasury Bill	5 7/8-5 7/4%
30-year bonds	8 1/4-8 3/4%

CURRENCIES

London	New York
£1.8215	£1.8215
DM2.9763	DM2.9763
SwF2.4250	SwF2.4250
FF10.0492	FF10.0492
Yen121.78	Yen121.78
Yen121.78	Yen121.78
Yen121.78	Yen121.78

GOLD

London	New York
£480.40	£480.40
£480.40	£480.40
£480.40	£480.40
£480.40	£480.40

NORTH SEA OIL

Brent	£15.70/bbl (\$16.65)
Dated	£15.70/bbl (\$16.65)
24	City
24	Stock
24	Market
24	Money
24	Markets
24	Foreign
24	Exch
24	Tempus
24	Unit
24	Traded
24	Options
24	Share
24	Prices

DTI move 'implies no criticism of Burton Group or its directors'

Halpern calm over inquiry

By Joe Joseph and Lawrence Lever

Sir Ralph Halpern yesterday told Burton's shareholders that the request from the Department of Trade and Industry for documents and information about the retailing group was to be welcomed rather than feared. It did not cast doubt on the company's affairs and did not imply criticism of its directors' conduct.

Sir Ralph tried to calm shareholders' fears that a further City scandal might be brewing. "There has been much talk over the last year about the authorities' interest in takeover bids made in 1985 and 1986," he said.

"In common, it would seem, with a number of other companies who were involved in takeovers during this period, the DTI has asked Burton - under section 447 of the Companies Act 1985 - for information about acquisitions and disposal of assets and companies over a period of three years. We have, of course, supplied all the information requested."

"We understand that many companies are asked for information in this way each year," he added.

"Such private enquiries which the DTI does not announce, however, are of course confidential - and very different from a formal, publicly announced investigation of a company's affairs by outside inspectors appointed by the DTI under wholly

separate provisions of the Companies Act," he said.

"There has been no suggestion by the DTI that these inquiries imply any criticism of the Burton Group or of any of its directors or executives."

Sir Ralph said after the meeting that he had not been interviewed by any of the DTI officials appointed in November by Lord Young, the Secretary of State for Trade and Industry, to look into Burton's affairs.

Lord Young would not have needed to suspect any wrongdoing at Burton to send in his officials. Section 447 of the 1985 Companies Act allows him to seek papers and documents and ask questions about those documents for a wide range of reasons if he considers "there is good reason to do so."

It is known as a "trawling" section by officials, often used as a quick and inexpensive way of finding out information. The Burton inquiry came as a surprise to the city's Takeover Panel as well as to the fraud squad team which is investigating Guinness, neither of which had been informed of it.

There was speculation yesterday that the reason for the investigation is to seek information on the dealings of a number of people involved

in the Guinness affair who also participated in the Burton takeover bid for the Debenhams department store group in 1985.

Mr Gerald Ronson, the head of the Heron group, and Mr Anthony Parnes, the former stockbroker, played a part in both takeovers as did Mr Roger Seelig, the former Morgan Grenfell corporate financier. All three face criminal charges, which they deny, arising out of the Guinness affair.

Solicitors for Mr Ronson have already written to the DTI inspectors investigating Guinness, clarifying Mr Ronson's role in the Debenhams takeover. Mr Ronson's last-minute support for Burton was crucial.

Mr Parnes is believed to have told the inspectors about at least some of the part he played in the Burton bid, where he was an active buyer of Debenhams shares.

Sir Ralph said the officials had requested documents relating to Burton's acquisitions and disposals over the past three years. But he poured scorn on any allegations that Burton misbehaved in its conduct of the Debenhams takeover.

"Last year at the annual meeting the board said, through me, that we were quite happy with Burton's conduct during the takeover of Debenhams," Sir Ralph said. "That remains so."



Staying cool: Sir Ralph Halpern after yesterday's meeting (Photograph by Chris Harris)

The key men behind the bid

Mr Roger Seelig was, and still is, one of the City's most renowned and feared corporate finance advisers. He played a prominent role in key takeover battles, such as the Guinness bid for Distillers. He was forced to resign in December 1986 and is currently facing criminal charges, which he denies, in connection with the Guinness affair.

Sir Terence Conran, known as the man who revolutionized the high street, is

chairman of the Storehouse conglomerate which encompasses Habitat, Mothercare, Richard Shops and British Home Stores. He backed the Burton bid, appearing with Sir Ralph Halpern in Burton press conferences.

Mr Gerald Ronson, the multi-millionaire head of the Heron property and garages empire, is a well-known benefactor of several charities. He has also been charged in connection with the Guinness

affair. He returned £5.8 million which Guinness paid to two Heron companies after the takeover of Distillers.

Mr Anthony Parnes, the former stockbroker, worked as a half-commission man for Alexanders Laing & Cruickshank, where he dealt for a string of rich and powerful clients, including Mr Ronson. He was forced to resign after the Guinness affair broke and is being held in custody in Los Angeles.

'No boardroom split' over flamboyant Sir Ralph

By Geoffrey Foster

Sir Ralph Halpern, the flamboyant, fitness-fanatical head of the Burton Group, may have a fight on his hands if he wants to remain as the £1.3 billion-a-year chairman of the retailing group.

Rumours of a boardroom coup at Burton have been rife in the City for several months, but I understand that matters are coming to a head after yesterday's revelation that the Department of Trade and Industry is to look into the affairs of the group. This development is the last straw for concerned board members who want Sir Ralph to vacate his office in Oxford Street.

Any suggestions of a possible boardroom coup were quickly denied by a company spokesman yesterday. "There has been no indication of a rift, and if there is one it has been extremely well hidden. As shareholders could see at the annual general meeting, morale is far from low in fact, quite the reverse with the board for ever unanimous when it comes to making decisions."

The spokesman suggested it was just the work of those "mischievous rumour-mongers" who have periodically hit the Burton share price over the period.

Last year proved to be a bad one for Sir Ralph in more ways than one. At the time of the annual meeting last January, Sir Ralph was in crisis, having to face the City and shareholders to defend his controversial share option scheme for senior executives and his enterprising life-style, after vivid details of his affair with Fiona Wright, a model aged 19, were revealed in Sunday newspapers.

He defended on both counts with his usual self-assurance and won shareholders over. He eventually made himself Britain's best-paid company chief and his directors extremely wealthy in the process.

And he deflected any embarrassment caused by the sex revelations in the newspapers by appearing at the annual meeting with his loyal wife, Lady Halpern, thanking "hundreds of others" who had sent messages of goodwill. He said: "I would like also to thank my wife and daughter for their devotion and strength."

However, feelings within the Burton camp still ran high, and directors were said to be extremely upset with the company's name being dragged through the mire.

Institutional managers also expressed their concern that

the real achievements by Sir Ralph and his board in building up the business had been pushed into the shade by the furor over the sex scandal.

Sir Ralph's eventual divorce from Lady Halpern, said by many to have been caused by the Fiona Wright scandal, rocked the boardroom again.

Many people in the City feel it is more than a coincidence over the past 12 months that just before annual meetings, important information concerning the company has emerged, causing Sir Ralph deep embarrassment.

The feeling in some quarters

yesterday was that someone within the Burton camp is trying to put as much pressure on the chairman as possible, and had leaked the letter concerning the Department of Trade investigation to the press - that person being the one who alerted the Sunday newspapers to Sir Ralph's sexual prowess last year.

Burton's shares yesterday came under pressure after news of the DTI probe, dropping to a new low for the year of 213p at one stage before rallying to close 11p down at 224p. Before the market crash in October, the shares touched a peak of 359p.

DTI White Paper

End of automatic regional grants More backing for long-term R&D

By Colin Narborough

Lord Young of Grafton, the Secretary of State for Trade and Industry, yesterday announced the end of the Government's Regional Development Grant scheme, which currently provides an annual total of about £380 million in England, Scotland and Wales.

Termination of the RDG scheme, which awards automatic grants to business of any size in development areas with no prior assessment of the benefits the projects will bring, forms a key element of the major policy rethink the

Government unveiled in its White Paper, DTI - the Department for Enterprise.

No new applications for this form of grant will be accepted after March 31.

But the Regional Selective Assistance scheme, for which applicants must provide evidence that the funds are essential to an investment proceeding, will continue.

Preparing the economy for open competition between the 12 European Economic Community states from the end of 1992 means removing this type of subsidy.

The Department of Trade and Industry is to shift its policy on research and development towards fostering greater collaboration between British companies, according to yesterday's White Paper.

The Paper gives the long-awaited outcome of the DTI's review of its R&D policies. The new emphasis will result in the phasing out of support for individual companies with R&D projects close to commercial application, in favour of backing for longer-term, collaborative, research.

Two such programmes, on

Wall St slumps 60 points

By David Smith
Economics Correspondent

Shares on Wall Street headed sharply lower yesterday, more than wiping out Monday's recovery. In mid-afternoon trading in New York, the Dow Jones Industrial Average was 60.85 points down at 1,884.28.

Traders said that the worries which caused Friday's 140-point fall in the index had not disappeared. Trading volume, which started off very light, grew heavier as the day progressed.


Investors were reluctant to buy shares ahead of the publication of the November US trade figures on Friday, and prices were marked down. A trade deficit of about \$15 billion (£8.24 billion) is expected.

In London, shares opened cautiously lower, in spite of Wall Street's 33-point rise the previous evening. An attempt to rally petered out when Wall Street opened lower. The FT-SE 100 index closed 21 points down at 1,739.2.

In the currency markets, central banks did not intervene, although the Federal Reserve Bank of New York kept dealers on the alert by checking on rates. The pound was unchanged at \$1.8215, but the dollar slipped from DM1.6377 to DM1.6340, and from Y128.13 to Y127.25.

A report published yesterday in Washington by the influential Brookings Institution said that a further fall in the dollar was needed to produce a sustainable reduction in the US trade deficit. It predicted a US current account deficit of \$125 billion this year, \$108 billion in 1989 and \$113 billion in 1990.

Stock markets, page 24



PRE-TAX PROFIT UP BY 33%
TOTAL DIVIDEND UP BY 42%
FINAL DIVIDEND INCREASED TO 5.5p PER SHARE
SCRIP ISSUE ANNOUNCED

The Sturge Group is one of the largest underwriting agencies at Lloyd's acting as Members' Agent for 2,765 Members of Lloyd's and managing twenty-eight syndicates in the marine, non-marine, aviation, motor and life markets with a total gross premium capacity of £1,277 million; as well as Wise Speke, one of the largest regional firms of stockbrokers in the UK.

SUMMARY OF RESULTS for the year to 30th September, 1987		
	1987	1986
TURNOVER	16,239	11,334
PROFIT BEFORE TAXATION	12,600	9,506
EARNINGS PER SHARE	20.13p	15.62p
NET DIVIDENDS PER ORDINARY SHARE	8.50p	6.00p
DIVIDEND COVER	2.3	2.6

In June 1987, when they announced the Interim Results the Directors forecast pretax profits of £11.6m and earnings per share of 18.16p.

A scrip issue of 1 for 4 is being recommended to the shareholders together with a final dividend of 5.5p per share (1986 - 3.75p).

Copies of the Report and Accounts will be available from the Secretary

STURGE HOLDINGS PLC
9 Devonshire Square, London EC2M 4YL

Dobson Park launches £25.9m offer for MS

By Michael Tate

Dobson Park Industries, the mining equipment group with diversification ambitions, has launched a hostile £25.9 million takeover bid for MS International, makers of special conveyors which are a necessary accessory to Dobson's mining machinery.

The offer, consisting of one Dobson share and 80p in cash for every two MS shares, values each MS at about 94.5p, and there is a full cash alternative worth 90p a share.

Although it came as a surprise to the stock market, it was by last night being seen as only a sighting shot in a possibly lengthy bid battle.

The bid was strongly re-

jected by the MS board, which under Mr Michael Bell, the chairman and chief executive, was last night busily mustering its defences. Although the two companies have operated closely within the mining equipment industry, the first Mr Bell knew of Dobson's intentions was when Mr Alan Kaye, the Dobson chairman, rang his Nottingham office yesterday morning.

MS issued a statement describing the bid as "deliberate and totally unacceptable", saying it did nothing for the company's shareholders. Mr Bell, who owns about 5 per cent of his company's shares, added: "We are determined

to remain independent." The bid comes at a time when the British mining equipment industry is on its knees. Over the past three years, the market has contracted by about a third, as British Coal, the only real customer, has cut back spending.

But the bid is about more than mining machinery. Both companies have been aware of the grim outlook for their industry for some years. Both have diversified into industrial electronics. And MS's Norwich-based manufacture of stabilizing platforms for naval guns is as attractive to Dobson as the traditional

armoured face conveyors. Dobson's diversification programme under Mr Kaye and his new management team has trimmed the group's dependence on mining machinery from 80 per cent in 1984 to 45 per cent last year.

It pulled in £12 million from the sale of its peripheral engineering interests, spent \$40 million on two US acquisitions, IRD and Revere, which took the group into industrial electronics for the first time, and raised £25 million through a rights issue last summer, as it set out to create an equal three-way balance between its mining, electronic and other activities.

Sturge profit leaps to £12m

By Alison Eadie

Sturge Holdings, the largest and only quoted Lloyd's underwriting group, exceeded its own profit estimate by £1 million, when it made pretax profits of £12.6 million in the year to the end of September against £9.5 million the previous year.

The results include a five-month profit contribution from Wise Speke, the broker, of almost £300,000. They exclude any contribution from the Oxford Group, formerly Bellow, Parry & Ravea, which was bought after the year-end.

The results relate to the 1984 underwriting year at Lloyd's, because of its policy of accounting three years in arrears. Sturge's capacity, or the amount of business its names can write, was £357 million net of reinsurance in calendar 1984. It has swelled to £1.3 billion gross in 1988, which is 11.6 per cent of Lloyd's total market capacity.

Despite the overcapacity problems at Lloyd's and a moratorium by many agents on recruiting new names, Sturge said it was using all its allocated capacity. It took on a net 90 new names this year, far fewer than in previous years. More prospective names were turned away than accepted.

Mr David Coleridge, the chairman, said the outlook for Sturge this year and next, based on the 1985 and 1986 underwriting years, was favourable.

In the current year there is more competition on non-marine, but it is not excessive, Mr Coleridge said. Marine rates are being driven down by about 5 per cent to 10 per cent on hulls and 10 per cent to 15 per cent on cargoes, due to more competition and a lack of sufficient business.

The total dividend is raised to 8.5p from 6.0p and a one-for-four scrip issue is proposed.

Interim fall at newspaper

The Guardian and Manchester Evening News, the newspaper publishing and printing group, yesterday reported a drop in profits for the first half of the current year.

The group made pretax profits of £7.1 million in the six months to September 26 compared with £7.4 million in the corresponding period while turnover was up from £62.7 million to £70.4 million. Satisfactory results are expected for the rest of the year.

COMMENT Bank wary over big rises in provisions

American Express has become the third US bank to write off loans to Latin America, reinforcing the impression that this behaviour is becoming the norm.

But the big banks, both US and British, with more substantial loans to Latin America than the likes of Amer, are watching with growing consternation. Boosting debt provisions last year to 30 per cent was acceptable, if painful. It looked good and gave the banks the feeling they were being tough. But going higher than that will, for many of the highly exposed money-centre banks, prove too painful.

Where does that leave the British banks? The answer is that although they will raise their provisions again this year it will not be anything like last year's big leap. They will be happy to follow the US money-centre banks and these, unlike the US regional banks, will be unable to afford another huge boost in provisions.

To be sure, banks such as National Westminster and Barclays would almost certainly like to raise their provisions above 50 per cent. But they are now coming under heavy restraining pressure from the Bank of England which is beginning to lead from the front for the first time on this issue.

Lloyds, Midland and Standard Chartered would all find it difficult or impossible to follow, and the Bank wants to avoid unnecessary awkwardness caused by competitive point-scoring by the stronger banks.

In any case, the Bank genuinely sees little need for a big boost in provisions. It has issued its matrix system for calculating provisions which will bring the banks gradually to the "right" level over the next three or four years.

Like other bankers, the Bank is aware that the move to much higher provisioning initiated by Citicorp last year is backfiring. It has become clear that bigger provisions have not strengthened the banks' hand against their debtors, as many hoped it would. As the new writeoffs suggest, it has done the reverse. It is now reasonable to ask — and the Latin Americans already do — if a debt is written down by 30 per cent, why should it not be written-down 100 per cent?

The Bank is not keen to see that argument followed to its logical conclusion.

Agreed mergers

The changes in merger policy, illogically included in Lord Young's White Paper on reforming the DTI, will be welcomed in the City. Within an unchanged basic structure, the report of management consultants Ernst & Whinney will lead to some useful administrative reforms.

Those inventive chaps at Morgan Grenfell — among more controversial manoeuvres — developed the technique

of doing deals with the OFT's Sir Gordon Borrie, bargaining agreed divestments from merged companies (such as Guinness/Bell's and Distillers) in exchange for avoiding the rigmarole of a full Monopolies Commission inquiry. These are now to be given official approval and the backing of legally binding undertakings.

If a reference is made, the delay will not be so dauntingly long. Lord Young has recently speeded up reports by fiat. But this can only work in the long run if the way the Commission works is changed to make it more professional if less formal. Ernst & Whinney has come up with some ideas, though Lord Young does not yet say which he has accepted.

At the other end of the spectrum of complexity, simple takeovers which involve no policy issues will have an accelerated clearance procedure, provided advisers remember to tell their clients to complete the new DTI questionnaire. They will then have automatic clearance unless they hear to the contrary within four weeks.

These are helpful changes. But the two essential contradictions in the policy remain. It centres on a test of competition effects for referring mergers to the Monopolies Commission, but the rival priorities of competition in the domestic or EEC markets, and making big British companies stronger to compete on the world stage, make that a weak and fuzzy test in practice.

Testing time

The Bank of England's third, and possibly final, gifts auction will be launched on a less-than-enthusiastic market today. The Bank will review the experiment before deciding whether to incorporate auctions into the funding system on a permanent basis. Most market-makers hope the experiment will have been judged a failure, and this particular post-Big Bang innovation dropped.

The first auction, last May, was 2 1/4 times covered by bids, declining to 1 1/2 times in the second auction, in September. Extrapolating these figures would give a very poor result indeed for today's auction, with the auction stock — £1 billion of Treasury 8 1/4 per cent 1997 — less than fully covered by bids.

The best guess in the market yesterday afternoon was that the auction will go slightly better than this, but probably not much different to September. In the United States, as the Bank pointed out in its last *Quarterly Bulletin*, the average cover at Treasury auctions is 2 1/2 times.

The old system of tenders, taps and tranches has adjusted remarkably well to the new situation of twenty-plus market-makers, John Sheppard, gilt economist at Warburg Securities, points out. There is no obvious reason for the Bank to tie its hands by having fixed dates in the funding calendar.

Dollar fall hits profit at Philips

Amsterdam (Reuters) — The electronics group NV Philips said yesterday that its 1987 net profit will be lower than that of 1986 because of the lower dollar.

In 1986, Philips made a net profit of Fl.015 billion on turnover of Fl55.04 billion.

The chairman, Mr Cor van der Klugt, said in a New Year's statement to directors that turnover rose by 7 per cent but fell in guilder terms to Fl52.7 billion.

Mr Van der Klugt said expectations of higher net profit had not materialized because of the further decline of the dollar, provisions for restructuring measures and cost-cutting operations linked to the currency's downward slide.

He added: "The drop in the dollar rate in the last months of 1987 has begun to lead to such a change in competitive positions worldwide that it is impossible to increase selling prices."

Mr Van der Klugt added that Philips' selling prices had been unchanged in 1987 but prices had risen by 2 per cent in 1986.

The unchanged prices' effect on profitability was intensified because 40 per cent of the company's world sales were in dollar areas.



Smiling through: John McIntyre, whose profits fell 40 per cent (Photograph: Tom Kidd)

London & Clydeside slumps

By Alexandra Jackson

London & Clydeside Holdings, the problematic Scottish housebuilder, failed to participate in the housing boom which has characterized the market south of the border.

It suffered a 40 per cent drop in pretax profits in the year to the end of September to £1.1 million.

Despite this, shares in the USM company, barely re-

acted, losing 2p to 10.5p.

Turnover rose from £16.1 million to £17.7 million. Earnings per share fell from 11.1p to 9.7p. A maintained final dividend of 4p was declared making an unchanged total of 5.7p for the year.

Mr John McIntyre, the chief executive, and the other founder shareholders, have waived their right to £84,000

of the final dividend in respect of their own shareholdings.

Slack demand together with falling prices, notably in Aberdeen, combined with planning delays to reduce unit sales by 10 per cent.

This shortfall was not made up by the effort to step up the disposals of the group's commercial land holdings.

Spalvins could bid for Coates

By Cliff Feltham

Mr John Spalvins, the Australian entrepreneur, is considering whether to launch a hostile bid for Coates Brothers, the printing ink makers, to prevent a "reverse takeover" of the company by the state-owned French group Cdf Chimie.

Mr Spalvins, who has been on a spending spree in Britain, buying key stakes in Royal Insurance and Commercial Union, said he may decide to increase his holdings when he feels the stock market has stabilized.

Mr Spalvins, who controls about 20 per cent of Coates through his British property vehicle Markheath Securities, was unhappy when he discovered it had agreed to allow Chimie to take a 40 per cent stake in return for the sale of its Lorilleux, International industrial ink business.

He said in London yes-

terday: "Coates is effectively handing over control to the French government. We are considering what to do next. One option is to mount a bid ourselves. The other is to oppose the special resolution approving the deal."

Mr Spalvins, who runs the large Australian-based Ardmore investment group, would see his stake in Coates shrink to 12 per cent if the deal goes through.

Coates is planning to issue shares to Cdf Chimie, giving it a 33 per cent holding, which it then plans to raise to 40 per cent by making a partial cash offer for additional shares.

"The French should give all shareholders a chance to exchange their shares for cash and make a full offer for the company. If effective control of the company is to pass in this way there should be a full offer to all shareholders."

The crucial resolution approving the issue of the shares is to go before a special shareholders' meeting on February 1, and needs just over 50 per cent support. The Coates family, with 40 per cent, is backing the deal.

Mr Spalvins said talks had been going on with a number of other shareholders in the company whom he believed to be unhappy with the proposals.

Last night Mr Joe Darroch, finance director of Coates, said: "I am confident shareholders will support the proposals. They would be crazy not to. If it was a complete bid we would just become part of a French group. Mr Spalvins may be angry but he must realize the move is in the best interests of the group. This way we become a major European ink group. The alternative is to stay UK-based. If he makes a bid for us

and succeeds he will be left with the same problem: what to do next."

Meanwhile, Mr Spalvins, who has also built up a 6 per cent stake in Royal Insurance and nearly 5 per cent in Commercial Union, becoming the leading shareholder in both companies, said he believed the sector was undervalued. "They are trading at lower p/e's and offering higher yields than the market as a whole. We are not buying blue skies but solid asset-backed companies."

Markheath yesterday reported pretax profits of just over £2 million for the first half of this year, compared with a small loss previously.

The improvement reflected increased property deals, though planning applications are still taking up to 12 months to be handled by local authorities.

Albert's square watcher

The Queen's former press secretary, Michael Shea, who crossed from Buckingham Palace to Hanson Trust's far from glittering offices in London's Brompton Road last June, is, I discover, a man of many talents. Currently scripting a four- or six-part TV drama documentary about the Prince Consort, Albert, for independent film production company Landseer, in his spare time, the naturally modest Shea, aged 49, reluctantly revealed that he has written no fewer than seven thrillers — sometimes using the pen name Michael Sinclair — four non-fiction books and a number of writing thrillers 18 years ago when I was in the Foreign Office, he tells me. "None of them has been a best seller, but they have all sold well." Nor is he a stranger to script-writing. He has written *The British Americans*, a documentary, for Sir Alistair Burnett, a ten-part BBC drama, *The Embassy*, and a number of feature films including original screen plays for film producer David Puttnam. "I find it very relaxing," says Shea, head of Hanson's public affairs department. "I don't go off and watch television at night, I write."

Moving target

Keen to stress the potential of industrial management company Tomkins, it is dropping the FH prefix next month — chief executive Greg Hutchings pronounced this week that the growth in earn-

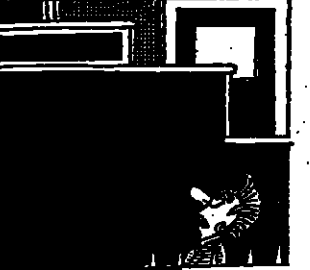
THE TIMES CITY DIARY

Next in cover-up

Keen to demonstrate the value-for-money aspect of goods in his new mail order catalogue, Next chief executive George Davies hijacked an "average" young man from one of the group's high street stores — a shop assistant — to act as model-cum-guinea pig. Looking surprisingly unembarrassed, he paraded at the official press launch of *Next Directory* yesterday, in the high-tech Lloyd's building

in the City, clad initially in brightly coloured boxer shorts, before demonstrating how the Next range was much better quality and fit, for only a little more money, than outfits from rival firms. Imagine the mostly male hawks' disappointment when two girls from the Next head office appeared on stage — but remained carefully covered up in travelling robes before similarly modelling women's garments

ings and dividends over the past seven years would be continued "for the next 20 years." Questioned on the significance of this timescale, Hutchings admitted it was partly due to his reaching 60 by the year 2008. On reflection, he amended the



"To the charge of making multiple BP applications I plead guilty but I assure, in fact."

timescale to the year 2018, observing that several leading directors of Hanson Trust were still in action long past their 60th birthdays.

Green Eagle

Keeping pace with the growth of the ethical investments industry, it is interesting to learn that the Yorkshire-based Ecology Building Society — which, as its name suggests, lends money for homes using solar, wind or water power, self-sufficiency ventures and rural workshops — is also expanding. Yesterday it established its first foothold in London by merging with minnow building societies The Eagle and The Law Mutual, bringing its assets to well in excess of £2.5 million. Its success is, according to Ecology GM Bob Lowman, "a sign of the strong sense of commitment now felt by many people to the preservation of non-renewable resources."

Getting shirty

Next time you lunch with someone from Cazenove, Barings or James Capel, you might notice a marked improvement in the appearance of their shirts. Employees at these firms have apparently been among the first to latch on to a new service being offered within the Square Mile — Shirt Point. Started two months ago, it is the brainchild of adman Robert Barclay and his friend since primary school, art dealer Jeremy Wynne. "We were having lunch 18 months ago and complaining about the hassle we had trying to get shirts done," says Barclay, aged 29. "High performers in the City, earning perhaps £100,000 a year and working from 7am until 7pm, still have to get up at the crack of dawn to iron a shirt." The catchment area is initially being restricted to the City and they are already laundering up to 300 shirts a week — charging £1.65 a piece. It means hard-pressed brokers and bankers can take their dirty laundry to the office, telephone Shirt Point, have it collected the same day and returned, hand-finished with buttons sewn on and collar bones renewed where necessary, within 48 hours.

● A better investment than Wall Street? American football fans who queued up all day in Washington, to buy \$20 tickets for next Sunday's Super Bowl play-off between the Washington Redskins and the Minnesota Vikings, were able to re-sell them instantly to tourists for more than \$100

Carol Leonard

FREE TRIAL OFFER Why you didn't turn £500 into nearly £200,000 in 4 1/2 years!

Let's imagine that in the Autumn of 1982 you took out a free trial subscription to our weekly newsletter, STOCKMARKET CONFIDENTIAL. You invested £500 and four years later you had made a colossal profit of £198,137. Impossible? Assuming that you bought and sold at the mid price, it was possible — here's how you did it.

FOLLOWING THE EXPERT'S EXPERT

In November 1982 you accepted a free trial subscription to STOCKMARKET CONFIDENTIAL. After monitoring the success of our tips for the first four weeks you were then confident enough to take the plunge. You invested £500 in a penny share, Samson, tipped in our issue of December 22. A few weeks later the shares had risen from 12p to 52p and we advised you to sell. You found yourself with a tidy sum of £2,068.

Being prudent you waited a month or so before having a second go. You then followed another of our penny share tips, Doland's Photographic, and invested the whole of the £2,068. Ten weeks later the shares had gone from 70p to 155p. You sold on our advice, and your original £500 had risen to £3,924.

Faithfully following our buy/sell recommendations you then saw your capital quickly multiply:

Share	Date Bought	Date Sold	Bought	Sold	Capital after sale
Samson	24/02/83	27/03/83	40p	71p	£1,068
Doland's Photographic	10/04/83	27/05/83	25p	155p	£3,924
Samson Group	14/06/83	29/06/83	40p	75p	£13,924

*An allowance of 40% has been made for dealing costs.

After this major success you decided not to put all your eggs in one basket. So you spent £12,607 buying Lanza at 174p, keeping back £760 to take a small plunge with WSL (another profitable prospect), buying 2000 shares at 38p. But whoops! Seeing the share drop to 27p after a month a feeling of panic made you sell — losing you £54. If you had waited a few more weeks you would have taken a profit of £290. Then on July 10, you decided to sell Lanza at 40p, yielding you £27,519, and you resolved to go back in at the earliest opportunity.

WHY YOU CAN ACT WITH SUCH CONFIDENCE

Following our tip on July 17 1985 you invested the entire proceeds from the sale of Lanza and WSL — £39,225, in Greene King & Sons. Eight weeks later, when we told you to sell, the share had risen from 162p to 216p and you found yourself sitting on a small fortune of

£35,938. Over the next 19 months your record looked like this:

Share	Date Bought	Date Sold	Bought	Sold	Capital after sale
Green Data	4/08/85	11/08/85	40p	52p	£46,138
Southeast Edison	27/08/85	11/09/85	77p	94p	£53,012
Comstock Ltd	11/09/85	12/09/85	15p	27p	£68,776
WPP Group	25/09/85	10/10/85	20p	47p	£128,561
St Paul Group	24/09/85	10/10/85	27p	30p	£164,024
1st Group	19/09/85	27/09/85	22p	30p	£228,118
Northampton Bank	7/10/85	11/10/85	30p	35p	£304,555
Wickes	11/10/85	22/10/85	24p	26p	£398,537

*An allowance of 40% has been made for dealing costs.

And that's how you could have — in the space of less than five years — turned £500 into an amazing £198,137! There would have been some tax to pay but with a capital gain of that size it's almost a pleasure to pay the Inland Revenue.

The story is imaginary but the investment facts are true. All the buy/sell recommendations you followed appeared on the dates shown in STOCKMARKET CONFIDENTIAL. And you could have done even better if you followed our tip to buy Acis Jewellery on 10th June. In just three weeks this share rose from 34p to 278p WHICH COULD HAVE INCREASED YOUR CAPITAL TO WELL OVER £1.5 MILLION!

THE SECRET OF OUR SUCCESS...

...is knowing the right time to sell and take profits. True, some of our shares continue to rise after we sell — normally at a much lower rate than before. Others drop back in price dramatically. ... Samuelson Group for instance has dropped from the 750p we sold them at down to 710p (adjusted for 1.5 split).

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prices rocket.

Each Wednesday evening you will be sent by 1st class mail your latest issue of SMC. If you don't act on our "Hot Tips" quickly you may miss the boat — other SMC subscribers will have already pushed prices up.

Each week the editor of SMC chairs a private meeting of the SMC Board of Advisors. Together these financial specialists pool information, validate sources, and discuss the latest City whispers. At the end of the meeting they will have chosen the three hottest tips and decided whether or not to sell shares previously recommended.

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'Regional problems have often been caused by inflexibility'

The problems experienced by British industry in the past have affected some areas of the country more than others. For many decades, some regions have had higher unemployment and poorer growth. Regional and inner city problems have often been caused by inflexibility in responding to the decline of traditional industries, the low rate of creation of new firms and inadequate levels of innovation.

The Government's policies in increasing competitiveness, encouraging innovation and improving the skills of individuals are even more relevant to depressed areas and inner cities than they are to the rest of the country. Those policies will therefore be intensified in areas which have suffered the greatest industrial problems. Regional industrial policy is DTI's responsibility, with similar policies administered in Scotland by

the Scottish Office and in Wales by the Welsh Office.

Regional Policy

The last comprehensive statement of the Government's policy on regional industrial development (Cmnd 9111, December 1983) heralded significant changes in the operation of the main policy instruments (Regional Development Grant and Regional Selective Assistance). The aim was to make them more cost-effective. A central objective of the revised policy was that it should "encourage the development of indigenous potential within the Assisted Areas with the long-term objective of self-generating growth in these areas."

This objective remains. But now the Government believes that it will be achieved more effectively with a change in the balance of regional policy so that the main aims of the

Government's enterprise policies are properly reflected in the regions.

New policies are being introduced to achieve these aims:

- The business development initiatives have a significant regional dimension, with higher levels of grant in Assisted Areas and in Urban Programme Areas;
- New incentives will be introduced in Development Areas from the beginning of April, based on the successful experience of the Business Improvement Services scheme. These incentives will be designed to support the wealth creation process among the smallest firms. Firms with fewer than 25 employees will be able to apply for investment grants of 15 per cent towards the costs of fixed assets, subject to a maximum grant of £15,000. An innovation grant of 50 per cent subject to a

maximum grant of £25,000 will also be available to such firms to support product and process development.

The Government has concluded that significant development of local potential will be achieved more effectively through these policies than through the Regional Development Grant (RDG) scheme and that the RDG scheme should end. No new applications will be accepted after 31 March 1988. Grants towards the cost of investment projects which would not otherwise go ahead will continue to be available in Development and Intermediate Areas under the Regional Selective Assistance (RSA) scheme. Companies which previously expected to receive RDG for new investment projects will be able to apply for RSA but will have to demonstrate that they meet the relevant criteria.

Regional policy remains based on the existing regional map. The present intention is that the existing map should remain in place for the lifetime of this Parliament.

Inner Cities

The primary role for DTI in working in the inner cities in England with other Government departments and other agencies is to encourage business development, enterprise and employment. DTI is also responsible for co-ordinating the work of the City Action Teams in major cities and running 16 Inner City Task Forces.

Innovation, using technology innovation is essential to sustain a competitive edge in world markets. The willingness and ability of business to innovate has been strengthened by the healthy economic climate in recent years. Even so, in 1985,

UK industry funded R&D was a lower proportion of Gross Domestic Product than in major industrial competitors. support.

We propose to:

- Give greater emphasis in collaborative programmes to longer term research between companies, and to encourage collaboration between higher education institutions (HEIs) and companies;
- Give greater emphasis to encouraging and facilitating the many different aspects of technology transfer;
- End the general scheme for providing innovation grant assistance to individual companies; end the Microelectronics Industry Support Programme, the Support for Software Products and the Fibreoptics and Opto-electronics scheme, but continue to encourage small high-technology companies.

The overall aim of DTI's

innovation policy is to encourage a net addition to innovation by industry without creating or perpetuating distortions in the economy.

Business and Government

At present DTI is seen in part as responsible for sponsoring a wide variety of specific industries. The danger is that "sponsorship" can give the impression of "responsibility" for particular sectors of industry. This is misleading and detracts from the message that industry is responsible for its own destiny.

Changes in the structure of DTI are now being implemented which mark a clear break with traditional "sponsorship" but which improve communications with business in ways which are much more relevant to today's problems. First, much greater emphasis is being given to issues which span

all industry and commerce. Modern technology is all-pervasive in its effects, and in future divisions in DTI will be concerned with information technology, materials and manufacturing technology and encouraging the spread and application of such technologies in all the relevant sectors of business.

Secondly, the existing "industry" divisions are being replaced by "market" divisions which will focus on the markets for particular goods and services rather than specific supplier industries. Market divisions, within them, will tackle broad policy issues affecting all the suppliers and customers in the market in question, rather than dealing with particular industries. Market divisions will include economists, statisticians and people concerned with European issues

Lord Young's main policy changes

Competition Policy

Fundamental changes in the Restrictive Trade Practices Act. These would prohibit agreements with anti-competitive effects, and provide stronger powers for the investigation of suspected illegal cartels. There may be exemption for agreements which are on balance beneficial. A Green Paper will follow.

Mergers

New legislation is proposed for (a) a voluntary procedure to give the Director General of Fair Trading (DGFT) advance notice of proposed mergers, with automatic clearance for simple cases within four weeks; (b) new powers for the DGFT to secure legally binding undertakings from parties to a merger that they will remove any anti-competitive aspects, without the need for an investigation by the Monopolies and Mergers Commission. Deregulation

New legislation is proposed to reduce the costs of complying with the Companies Act, particularly for small firms; to remove business lending and hiring from the Consumer Credit Act; and to increase self-regulation under the Weights and Measures Act. A deregulation White Paper will be published in the summer.

The single European market

In April, a major campaign will alert companies to the implications of, and opportunities offered by, the single European market.

Business and education

There will be an initiative to bring education and industry closer together by encouraging commercial work experience for teachers, work experience for young people before they leave school and participation by businesses in schools. There will be new DTI support for the use of computer-aided design and other forms of advanced technology in schools and Further Education colleges.

Business development

A range of new business development initiatives covering design, marketing, quality and management of computer-aided manufacture will encourage the development of management skills through the use of outside consultancies by small and medium-sized businesses. The range of business development initiatives will be extended in April to cover business planning and financial and information systems.

Regional Policy and Inner Cities

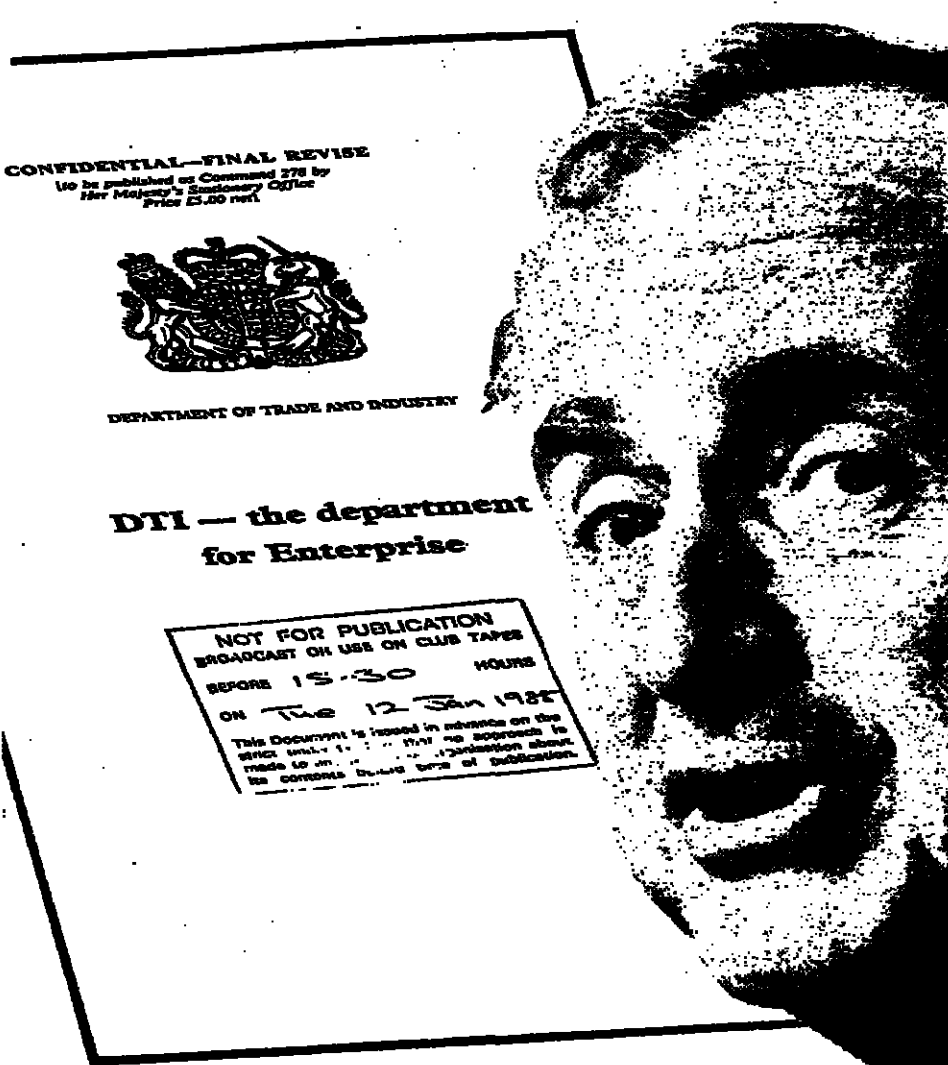
There will be easier access to consultancy services for small and medium-sized businesses in Development Areas and Urban Programme Areas. Investment and innovation grants will be available to small firms in Development Areas. The Regional Development Grant scheme will be ended. The English Industrial Estates Corporation will increase substantially its provision of managed workspace, primarily in inner cities.

Innovation

Greater emphasis will be placed on technology transfer — especially linking educational institutions and industry — for small firms for the regions and for new technologies. Greater emphasis will be placed on collaborative research on both a national and European scale. A new programme of collaborative research on super-conductivity is being launched and there will be a national information technology initiative. Initial assistance will be given to technologically-advanced projects in small companies, and to a very restricted number of projects offering exceptional national benefit. There will be less support for projects in single companies.

Business and Government

There will be greater emphasis in the work and organization of DTI on good communications with business throughout the economy, especially at a local level.



Updating the image for the future

The keynote of future DTI policies is enterprise: its two foundations are open markets and individuals. Open markets are the best guarantee of incentive and efficiency, but they are not to be confused with unfettered market forces, for these can lead to closed, protected and monopolistic conditions. DTI will strive to promote open markets through the exercise of its competition policy, privatization, deregulation and international trade negotiations.

Individuals need positive encouragement to participate actively in the challenge of creating prosperity.

DTI policies also seek to raise the skills of individuals, particularly through developing management skills. The encouragement of self-help will be an important part of DTI's new initiatives.

Many of the policies to achieve these goals, such as competition and deregulation, do not need Government spending. Indeed, privatization and greater efficiency in the remaining nationalized industries have led to a significant fall in DTI spending.

Individuals can only work efficiently in open markets if they have enough information about the opportunities and the problems to make reasoned business decisions. The need to transfer information underpins a whole range of DTI policies and spending.

DTI can act as a catalyst by providing information and encouraging business to try new approaches; once the commercial success and relevance of such approaches is accepted by business, the normal operation of the market economy should take over.

The total size of the DTI budget has fallen by more than a quarter since 1979-80, and the balance of spending within the budget has shifted. The most significant change was the decline in spending on nationalized industries while spending on innovation increased substantially.

Over the next few years spending on the use of consultancy services by small and medium-sized businesses will increase markedly. There will also be a shift in the type of spending within programmes, away from automatic grant and near-market support for individual companies, towards consultancy services

'This enables most mergers to be decided by the market'

Of Monopolies, the White Paper says:

Competitive firms are the key to a prosperous economy. Competition in open markets offers both rewards and penalties. Those who produce goods and services which give the customer the best value in price and quality prosper. Competitive markets provide the spur to improved performance and efficiency in industry and commerce.

Competition Policy

Competition policy serves to ensure that competition remains a strong force to promote efficiency and development of markets where this is not achieved by market forces acting on their own. DTI encourages pro-competitive policies across the spectrum of Government activity. Law and within mergers and restrictive trade practices have recently been subject to a thorough review, and a number of decisions have been reached.

Mergers

On mergers policy, the main, though not exclusive, consideration in determining whether mergers should be referred to the Monopolies and Mergers Commission (MMC) will be their potential effect on competition. But the Government believes that the law should

continue to give the Secretary of State for Trade and Industry discretion to refer mergers on other public interest grounds.

This policy enables the great majority of proposed mergers and acquisitions which do not pose a threat to competition to be decided by the market, without intervention from official agencies.

Mergers which may significantly threaten competition will normally be referred to the MMC for a full examination. It is for the MMC to assess both the potential damage from a merger and its potential benefits, and to reach a balanced overall judgement.

There has been widespread criticism that current merger control procedures are time-consuming and inflexible. Within merger procedures, good progress has recently been made by the MMC in cutting the length of their investigations: the average time taken by the MMC over merger enquiries has come down from about six months, over the past few years, to about four months in 1987. Similar improvements are now in prospect in the handling of monopoly investigations by the MMC. Some of the proposed improvements in working methods and internal procedures will require minor legislative change.

In addition, two major legislative changes will be sought which are designed to enable the merger control process to operate more efficiently and flexibly: a formal, though non-mandatory, pre-notification procedure, and a new function for the Director General of Fair Trading to obtain undertakings from the parties in cases where it is possible in this way to remove a potential threat to competition without the need for an MMC investigation.

Those who choose to pre-notify their proposed merger to the Office of Fair Trading will be required to submit, with their pre-notification, answers to a standard questionnaire setting out basic information about the transaction and about the businesses involved. In simple cases, the information supplied in this way will be sufficient for the DGFT to advise, without further inquiry, that there is no ground for a reference. In such cases the parties will have to be informed that the right to automatic clearance has lapsed; though naturally the Secretary of State will still retain the decision as quickly as possible.

Mergers which are not pre-notified will remain liable to

reference to the MMC for a period of up to five years.

The second major legislative proposal is designed to provide a quicker and more flexible mechanism than a full MMC reference of dealing with some of the competition problems which may arise. The DGFT will be enabled to discuss with the parties possible modifications to their merger proposal, usually involving the divestment of some of the assets of the merging businesses.

Whenever it is feasible, the parties will be required to complete the divestments before the main transaction is given clearance. Where it is not possible, then the parties may be given clearance to complete their transaction first, but only subject to legally binding undertakings to make the agreed divestments within a specified period afterwards.

The parties would also be required to give legally binding undertakings to keep the MMC advised of any developments in the two merging businesses separate until the agreed divestments had been completed.

In addition to discussing the possible divestments, the DGFT will also be enabled to discuss with the parties any other matters which might give to the Secretary of State about the post-merger behaviour of the new group, designed to prevent the anti-competitive effects which might otherwise flow from the merger. Any such undertakings would be legally binding.

The law contains special provisions for the control of newspaper mergers. As with other mergers it is desirable that the examination process should be completed as speedily as possible. The MMC have said that they will complete future enquiries into the general run of newspaper mergers within two months rather than the three which the law now gives them.

Against this background, the Government propose to amend the law to give the Secretary of State the flexibility, as with merger enquiries generally, to specify the period within which the MMC should report. The statutory arrangements under which a newspaper merger may be allowed to proceed without a reference to the MMC in cases of financial urgency will be maintained, but consideration will be given to ways of tightening their administration. These measures will make it more difficult for the parties to newspaper mergers to argue that an MMC enquiry is ruled out by financial urgency.

Restrictive trade practices

The other main aspect of the review of competition law concerned restrictive trade practices. The review has confirmed the belief that the legislation, first passed over 30 years ago, has fundamental weaknesses in today's business climate.

The most important point is that the law is less effective than it should be in tackling seriously damaging cartels. The DGFT currently has only limited and ineffective powers to investigate suspected covert cartels. Moreover, even if a cartel is uncovered, there are usually no penalties. The deterrent effect of the present law is therefore extremely weak.

The Government has in mind that the new national law should reflect the same principles as European Economic Community law. The basis of the new law would be a prohibition of agreements with anti-competitive effects. There would be tough penalties for breach of the prohibition.

The proposed reform will be far-reaching in its effects, and further consultation will be required on the details of the proposals. The Government will publish a Green Paper shortly.

Reducing the burdens on business

Government policy is to keep the burdens on business as light as possible in areas where some regulation is needed.

A White Paper will be produced in the summer which will set out further progress on, and proposals for, deregulation.

OFT takes tough approach on franchise limits

By Derek Harris, Industrial Editor

In a new assessment of competition issues posed by franchising, the Office of Fair Trading (OFT) has decided that the rapid growth of the new styles of business format franchising has largely been beneficial.

But it is being tough over some practices that have been showing up. There has been a growing tendency, for instance, for franchisors — which own the franchised format — to impose what the OFT regards as unnecessarily extensive geographical trading bans on former franchisees.

The OFT is also insisting that franchisees are free to charge less than prices recommended by the franchisor.

The OFT has also decided that the European Commission's recently developed policies on franchising should not affect British competition practice. The Commission and the OFT appear to be broadly in sympathy on the positive aspects of franchising, the OFT believes.

But the OFT is taking a more relaxed view than the Commission about the possible effects of franchising on the partitioning of internal markets.

The growth of franchising has brought an increasingly heavy workload to the OFT because a franchising agreement is essentially restrictive and has to be registered as such.

In 1986, 137 franchise agreements were submitted for registration, of which 57 were variations of existing agreements. In the great majority of franchising agreements it has not been necessary for the OFT to refer them to the Restrictive Practices Court.

In its assessment of franchising the OFT decided that the rapid growth of new-style business formats, from fast-food outlets to printing centres, in itself indicated that there are considerable potential benefits to both franchisors and franchisees. There was sufficient use of incentives to both parties to maintain their performance standards.

Often the agreement was to promote a trade mark or brand name in markets characterized by strong inter-brand competition, though often not based on price. Franchising could facilitate entry of new businesses, encourage innovation and widen consumer choice, the OFT decided.

But the OFT believes competition problems can still arise. Franchisees are usually allocated a specific territory so there is no competition between them, and normally this would be regarded by the OFT as reasonable. But it might be of concern if there was limited inter-brand competition in a market for goods or services.

New car boom has ended after record sales, EIU report says

By Daniel Ward, Motor Industry Correspondent

The boom in new car sales in Britain is at an end, and the market will fall from its record level of 2 million sales in 1987 to 1.85 million this year, according to an authoritative report published today. It will be 1992 before demand recovers to 2 million registrations in Britain.

In its latest report on the British passenger car market, the Economist Intelligence Unit gloomily forecasts a return to fierce price discounting, the so-called "car wars", which dogged the industry for years, until the start of 1987.

This, the EIU says, could have a serious effect on the profitability of the major publicly quoted car retail groups, which have enjoyed good returns in the past year and unexpectedly acquired the "status of glamour stocks with price/earnings ratios in many cases in the high 20s".

The report indicates that Ford is set to lead the discount war, defending the strong position it has built up for the Sierra in the fleet market where, in 1987, it overtook the Vauxhall Cavalier, its arch-rival.

The launch next week of the Peugeot 405 will add to the fierce competition in the fleets, which Austin Rover will least welcome as it strives to improve profitability before privatization.

Vauxhall has shown itself to be heavily dependent on the Cavalier for strong sales, and faces several difficult months with the ageing Cavalier before its successor is launched in the autumn. However, the report says the Montego "has been completely out of contention."

Despite its steady recovery, Peugeot Talbot's objective of capturing 8 per cent of the British market in 1988 is judged to be "very optimistic" by the EIU. The company had a market share of just over 5 per cent for last year.

Chambers call for income tax cuts

By Rodney Lord, Economics Editor

In a Budget submission to the Chancellor, the Association of British Chambers of Commerce calls for lower rates of income tax, a cut in Corporation Tax, the abolition of Capital Gains Tax on long-term gains and measures to promote enterprise.

It says the reform of personal taxation should contain four elements:

- a cut in the basic rate of income tax of 2p in the pound to 25 per cent;
- simplification of the higher rates to just two rates of 30 per cent and 40 per cent, the top rate starting at £34,800 of taxable income;
- no National Insurance Contributions payable by employees on any earnings below the Lower Earnings Limit (£41 a week from April);
- removal of the Upper Earnings Limit on employee NICs.

The ABCC emphasizes that the personal tax reforms stand or fall as a package and would be justified mainly by the reduction in high marginal rates throughout the income scale. Taxation of husband and wife should be reformed in the direction of partially transferable allowances.

On the company tax side the ABCC wants a cut of not less than 2 per cent in both the full rate and the small firms rates of Corporation Tax. The Association claims that the reforms of 1984 have raised the effective rate of tax.

Market crash 'to hit world growth'

By David Smith, Economics Correspondent

World growth will slow sharply, with the US economy particularly hard hit by last year's stock market falls, a forecast said yesterday.

Oxford Economic Forecasting's *International Forecast* predicts US growth of 1.7 per cent this year, declining to 0.9 per cent in 1989, within world growth of 2.1 per cent this year and 1.4 per cent next.

The forecast emphasizes that the US will be worst hit by the stock market crash. But other countries will suffer indirectly from the slowdown in US growth.

Britain is forecast to grow by 2.4 per cent this year, declining to 1.8 per cent in 1989.

The forecast assumes no further large falls in world stock markets, but a decline in the dollar against other currencies. The dollar is forecast to drop below DM1.40 during the second quarter.

A Schroders International forecast predicts a sharp reduction in Britain's growth rate during the second half of the year. The economy's growth rate will slow to between 1 and 2 per cent in the second half, the forecast says, after a cautious Budget from the Chancellor with only modest tax cuts.

Interest rates in Britain are likely to move higher if sterling weakens significantly below the DM3 level, Schroders adds.

APPOINTMENTS

Monsanto names finance chief

Holman, Fenwick & Willan: Mr Robin Osborne, Mr James Gosling, Mr Timothy Marshall, Miss Otilia Setton, Mr Simon Blows, Mr Peter Welburn, Mr Thomas Birch Reynolds, Mr Philip Mo and Mr George Edlings join the partnership.

Federal Reserve Bank of New York: Ms Ellen Fanger is made a director.

Sterling Metals: Mr David Oswald becomes managing director.

Cornhill Insurance: Mr Cecil Burrows is made chairman, Mr Ray Trean chief executive officer and general manager, and Mr David Fairman a director.

Fluor Daniel: Mr Terry Munford becomes finance director.

Monsanto Co: Mr Lawrence Skatoff has been made vice-president, finance.

Trencherwood New Homes (Central): Mr Christopher Davis has become managing director, with Mr Ray Goodenough as production director and Mr Simon Barrett as surveying director. Mr Norman Kernutt is promoted to land director.

Trencherwood New Homes (Western): Mr John Mills joins as managing director, Mr Mike O'Donoghue becomes production director.

Crown Financial Management: Mr Peter Nelson has been made marketing director, with Mr Ray Pickering as sales support director and Mr Len Dziedzic as information technology director.

The New Zealand Reinsurance Co: Mr David White has become a director of the company and chairman of its operating subsidiaries, succeeding Mr Robert Tucker.

National Westminster Bank PLC

Notice to Preference Shareholders

Notice is hereby given that a dividend of 2.45p per share for the half-year ended 31 December 1987 will be paid on 28 February 1988 to the holders of the Cumulative Preference Shares registered in the books of the Company at the close of business on 4 February 1988.

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G. J. POVEY, Secretary
41 Lombard Street EC2P 2EP
12 January 1988

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Royal Bank of Scotland	8.50%
TSB	8.50%
Citibank NA	8.50%

FOREIGN EXCHANGE

94.20	163.50	Jan 121.0-20.0	Feb 125.0-21.0	Apr	unq.	unq.	Scotland (+/-)	-5.44	-21.48	+0.52
Vol 176		Aug 120.0-19.5	Vol 344	Vol Pic-Q	Cattle-0					+0.88

* Estimated dead carcass weight

Vol 176 | Aug 1200-19.0 Vol 344 | Vol P15-0 Cattle-0 * Estimated dead carcass weight

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MEDIA & MARKETING

History must not fade away

OPINION

Michael Young

The pending sale of the BBC's historic Hulton Picture Library is a serious cause for concern. It is a magnificent collection and a library of international repute and importance.

There are two kinds of photographic library, commercial and historical. The former deal mainly in modern transparencies, catering for pictorial book publishers, travel firms, advertising agencies and calendar makers. They can provide almost anything from animals and glamour pictures to sport and exotic scenes in distant lands. They use the most sophisticated computer retrieval systems and are aggressive in selling their pictures to markets they have clearly identified.

The Hulton, however, is an historic library housing photographs, which form the main body of the collection, as well as illustrations and engravings.

Numbering some 10 million items, it is a unique document of Britain during the 20th century, charting the life of the nation through princes and kings and ordinary people by such acknowledged master photographers as Bert Hardy and Kurt Hutton. A price will be placed on this archive when it comes to be sold, but in a sense it is priceless.

What is also remarkable about these photographs is not so much what they show, but the simple fact that they have survived at all.

Photography is a vulnerable medium. Negatives can deteriorate quickly. They fade and are subject to countless atmospheric hazards. A tiny piece of grit on the emulsion of a negative will cause irreparable damage. Prints themselves are no less vulnerable. They become brittle and crack with age and are extremely susceptible to damp conditions, rough handling and harsh light. They need to be treated with great care. Newspapers are among

the worst offenders when it comes to abusing valuable archives. All national newspapers carry millions of photographs of photographs which may have taken decades to amass and yet few if any give any thought to conservation.

Britain has a number of historic photographic libraries. A few are well organized but some are horrendous places housed in squalid basements where the prints are crammed into bursting envelope files or kept in crumbling cardboard boxes on the floor.

Original and irreplaceable prints of which a negative no longer exists are loaned to clients haphazardly. Indexing can be chaotic.

However inaccessible and elusive its material may at times seem, the Hulton Picture Library shares few of these faults. Its squadrons of researchers heave away diligently behind the scenes to turn up some of the bizarre images to satiate an endless deluge of requests from picture researchers.

This great institution of a library is a fragile creature and on no account should it be thrown into the market place to succumb to the capricious whims of the highest bidder. It should be comprehensively catalogued so that this astonishing visual history of the nation is safeguarded for future generations.

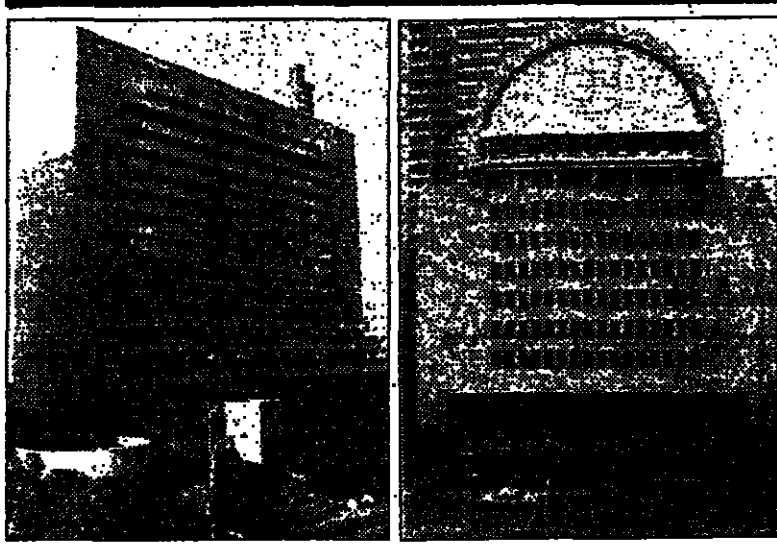
Whoever buys Hulton will need to learn from their modern commercial competitors if the library is to survive. They need to go out into the marketplace and seek potential customers.

If this is not done, then the library will atrophy and become a mere haunt of academics. If this should happen or the library be sold or split up for solely commercial reasons, then all of us who work with pictures in screen and print will be the poorer.

Michael Young is deputy picture editor of The Times.

No club, no comment

In Japan, if journalists don't join a Press club they never get a story — and if they do, they never get a scoop. David Watts reports



Japanese circles: newspapers like *Shimbon* (top — and its offices, left) share sources, so bear a remarkable uniformity. Right the Japanese Press Centre

News of foreign competition has no place in a Japanese paper

his ruling Liberal Democratic Party that the United States was handicapped because of its ethnic mix, and that Japan enjoyed an unquestioned advantage because of its racial homogeneity, none of the three big Japanese morning dailies — *Asahi*, *Yomiuri* or *Mainichi* — reported it, just the Communist Party newspaper, *Akahata*, and a foreign news agency.

Despite the presence of the national television network NHK, other news outlets did not pick up on the story until it had appeared elsewhere. The news was filtered out through the Press club system by which Japanese politics and so much other activity is covered.

Under this system, a government ministry or a leading politician will be covered by a covey of journalists, forming the club. They spend their entire working lives covering the doings of the ministry or individual, often from an office within the particular ministry itself.

In the case of a senior politician the journalists are often the last ones to see him before he goes to bed or the first to see him when he gets up in the morning, spending late nights at his house after his day is over and door-

stepping him next morning. The club does not allow journalists outside the mainstream to join. No freelancers are permitted and, until foreign journalists began to campaign for access, no foreigner was allowed to participate.

The result of the Press system is a closeness between journalist and politician, and an identity of interest that breeds dependence. It also enables a ministry to control how it is covered in the national Press, resulting in extraordinarily similar coverage. Since some 80 per cent of any newspaper's material emanates from the clubs, many a reader is to be heard complaining of their blandness.

The 12,000 members of the 400

such clubs can be relied upon not to break any news that might embarrass their principal news source, to do so would be to ensure that they were henceforth barred from the club and any other they might try to join.

The Japanese system ensures that there are no Watergates. The only time in recent history that a prime minister has been unseated by the Press was Kakuei Tanaka, forced out of office in 1974 and later convicted of taking bribes from Lockheed; but he met his demise at the hands of a diligent and courageous Japanese freelance journalist.

The popular myth among govern-

ment figures is that it was the dreaded foreign correspondents who did for Tanaka, but by the time the Prime Minister appeared at the Foreign Correspondents' Club of Japan the damage had been done and when he stormed out in the face of questioning his Prime Ministerial career was already as good as finished.

Ironically the first such organization, the Diet Press Club, was set up in 1890 by journalists campaigning for the right to cover legislative sessions of the Diet, Japan's parliament. By the Second World War, the clubs represented just the sort of independent-mindedness that a war government did not need, and the process of turning them was assisted by draconian laws in the name of the national interest.

The national interest and the close identification of race, nation and government persists to this day. Typical club rules lay down: "This organization aims at pursuing the national mission of the Press through co-operation with the Government."

In 1959, foreign journalists anxious

Members of the clubs can be relied upon not to embarrass their sources

to get a seat for the wedding of the Crown Prince formed the Foreign Press in Japan (FPJ) which has made some progress in breaking the Japanese news cartel. Success is patchy and new rights of access tend to reflect as much the interest of the host government as the foreign news media.

Recognizing that the system has prevented their story being told to the world, the Defence Agency and the Ministry of Finance have permitted foreign journalists to attend their Press briefings. But in other situations correspondents from overseas have to rely on regular and constant lobbying on the merits of a more open system.

On a more fundamental level there is the necessity to convince even those who are in the communications business that the world is interested in Japan and, given its enormous wealth and the reach of its investments, indeed has a right to know what is happening in the world's second most powerful economy.

Tokyo correspondents still recall with disbelief the day a major Japanese motor manufacturer announced the construction of a new truck plant in the United States — and never thought of inviting foreign journalists to the Press conference.

Radio waves

How the coming revolution will affect broadcasting

In the next few months radio listeners in Lancashire will have a new station to tune into: Blackpool Rock FM, broadcasting rock music on the VHF transmitters of the local commercial station, Red Rose.

The formal go-ahead for "split frequency broadcasting", as it is known, was given yesterday by Home Secretary Douglas Hurd. Next week he will make another, more revolutionary announcement. Hurd has decided to set up a new Radio Authority which will take over from the Independent Broadcasting Authority. The new body will look after the existing independent stations, several hundred new ones and up to three new national commercial networks.

The entire system will be regulated with the "light touch" first outlined in the Government Green Paper on radio last February, and the existing public service obligations will disappear.

The Government hopes that loosening the strings that bind commercial radio will increase listening choice and create new jobs. But even some of those in favour of change are having serious doubts about the extent of the proposals.

Jocelyn Hay, chairman of the listeners' pressure group Voice of the Listener, believes that much stricter rules on programme content and station ownership will be needed.

"Television and radio are the most powerful cultural force in the country and there must be an obligation to retain aspects of public service broadcasting," she says.

The new stations, she believes, should be non-profit-making community radio dedicated to reflecting a broad cross-section of interests in their areas, and the national networks should be dedicated, Channel 4-style, to providing an alternative to the BBC.

Nick Higham
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ALE

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MEDIA & MARKETING

In the breakfast bunker

As the ACTT agrees to talks this week with TV-am, Alan Franks reports on the battle to keep the strike-bound station on the air



Amateur photographers: company lawyer Paul Vickers and secretary Jill Stacey standing in as camera operators

'If we are to survive we must get our practices right — now'

originating two-and-a-half hours of broadcasting per day, and reckons it could reach its normal quota by the middle of next month.

Gyngell and his staff concede however, that since they are without the services of their 12 mobile film crews or ENGs (electronic news gatherers), there could be major problems covering a news event such as Hungerford or King's Cross.

On the studio floor you look in vain for the frenetic scurrying and drawn faces usually associated with live television. There, perched on their sofa, are Jimmy Greaves and Mike Morris, looked as usual into pally banter. The whole operation appears, if not effortless, then at least smooth, mainly thanks to the rapid advances in technology.

David Keighley, TV-am's controller of information, explained: "It is the computerizing of graphics and timing, and the micro-chip video, things like that, which make it all relatively simple. I'm not saying that everything is just child's play, but there are certain jobs which, with a bit of experience, can be done to standard by most people."

However, he admits: "Without the presence here of a core of people who really know their stuff inside out, and who can be trouble-shooters if the situation demands, it could all be a different story."

Outwardly at least, life has continued as usual for most of the

office staff in the upper ramparts of the building, even though some senior staff deputizing as technicians tend to knock off after lunch and put their heads down for a couple of hours. One young man, an amiable guest-greeter, says that his workload actually seems to have dropped, and lets slip the fact that he hasn't greeted a real celebrity for a few days now. "There were the Archers, Jeffrey and Mary, but that was at the beginning of last week."

Towards the end of transmission, when *G'Day Britain* (as it has come to be known since Anne Diamond began to present it from Australia) begins to soften for the housewife market, Gyngell's wife, Kathy, has arrived to do her spot on baby care. With her is their 18-month-old son, Adam.

After transmission, the ad hoc production team repairs to Gyngell's office for a debriefing meeting. The sessions are often less about planning than about how people are feeling generally. All very folksy, except that it takes less than the time of a commercial break to see that here is a man totally, relentlessly and restlessly committed to curbing not only the levels of overtime but also the "inflexibility" of his ACTT technicians.

It is an attitude which the union finds both high-handed and alienating, but his rationale is as follows: "We must be taut, trim and terrific if we are to compete as a third force news service behind the BBC and ITN."

"It is absolutely clear that there has never been more change, and more opportunity in the air than at present. There are many factors involved: there is the 25 per cent quota of independently made programmes, there is the arrival of 24-hour broadcasting, the transfer of schools TV from ITV to Channel Four, which means that there will be advertising time between 9.25 am and noon that was not there before — in 1988 there will 38,000 more minutes of advertising than there were last year. And there is the likelihood of a fifth and sixth channel by 1992."

"If we are to survive we must get our practices right, and we must do it now."

At which point this eminently practical man, shoes off ready for the trampoline, becomes oddly visionary: "I think we are moving towards the global village as McLuhan described it, don't you? It's something that I consider to be vitally important to world peace."

The pickets' goals are less Utopian. On a notice board at the entrance they have pinned their sober refutations of what they regard as the management's wilder claims. Many of the conversations lead, like roads to Rome, to the leadership style of Gyngell himself. If you are well in, says one, it is as though you are part of the family. If not, then it is clear that your future at TV-am is not bright.

They are adamant in their belief that he welcomed, indeed wanted, the chance of a lock-out, and that the management, no less than the union, must accept responsibility for the growth of any malpractices. On one matter both sides are agreed: after the dispute, things inside the building will never be quite the same again.

BY LINES

Posts and the Mail

There is no end in sight yet to the war of succession taking place in the corridors of Northcliffe House. The *Daily Mail* may have found a successor to its managing director, the late Mick Shields, but a new deputy editor — and, perhaps, their apparent to editor Sir David English, 56 — is taking longer to emerge.

The new MD of Associated Newspapers Holdings is Charles Sinclair, a 39-year-old accountant who joined Associated in 1975, and was appointed Shields's deputy last year. He also becomes chairman of Harmsworth Quay Publishing, the company set up to run the printing and administration of the company's titles when they move to Surrey Docks this year. Harmsworth Quay's managing director is another Associated rising star, Alistair Smith, an expert on new technology recently arrived from the *Straits Times* in Singapore.

Contenders to become English's number two, following Nick Gordon's surprise departure to edit *You*, include the paper's number three, Jonathan Holborow, and features editor Paul Dacre. Another in-house contender is Brian Vise, one of the last 24 cart characters in Fleet Street, and recently appointed managing editor.

Critical action

Following his banning from film previews by the Cannon Group, *Evening Standard* film critic Alexander Walker has been investigating precedents for the action. The last time a film company banned an individual critic was in 1946 when the BBC's E. Arnot Robertson was barred by MGM.

Rather than go to law, Walker says he will pay to see Cannon films at the cinema, when the company's reduced schedule of releases produces a film he has not already seen abroad, and says the ban, by Cannon's Israeli principals Menahem Golan and Yoram Globus, "represents the politics of the West Bank reaching Wardour Street".

Foreign field

Fancy the glamour of journalism? An assignment in a foreign capital? A European daily is having difficulty finding an English speaker to join its staff. Previous journalistic experience is not essential — because this is the Budapest-based *Daily News*, and the pay is around £20 a week.

Radio echoes

BBC chairman Duke Hussey's previous connections with commercial radio keep coming back to haunt him. Before the call from Downing Street "Duke" was chairman of GWR Radio in Swindon. GWR protested vigorously at BBC proposals to open a station of its own in Swindon called Radio Wiltshire and is not entirely happy with the

BBC's alternative of "BBC Wiltshire Sound".

Now BBC plans to open a mini-station in Taunton called Radio Somerset have also fallen foul of a would-be commercial company which has already registered the name. Guess who used to be a leading light in Radio Somerset Ltd?

Mirror cracked

Another of Robert Maxwell's apparently endless supply of special projects has hit a snag — setting a new record for brevity at Holborn Circus. The *Sunday Mirror* was to have had a colour magazine, and a team was recruited just before Christmas. Between Christmas and New Year word came that the *Sunday Mirror* was not to have a magazine after all.

Briefing . . .

The *Daily Express* is to lose its sponsorship of the Boat Show after 34 years. According to a director of National Boat Shows, who are the organizers: "The *Express* has gone too far down-market. It is not the paper it was. And the Boat Show became so much the *Express's* thing that we were not getting publicity anywhere else." Brian Donachie, special events manager for *Express* newspapers said yesterday "We regret it. . . . Ex-news-caster, ex-Panorama presenter, and ex-MP Tim Brinton is back on the air this Sunday with a monthly current affairs programme on BBC Radio Kent."

Nick Higham

BBC APPOINTMENTS

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Applicants should have substantial level of production experience; will be committed to the development of the whole spectrum of the output and to the creation and encouragement of production teams. In addition they will be skilled in the management of staff and resources.

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Please write in confidence with CV to either: David Elstein, Director of Programmes or Jonathan F. Shier, Director of Sales and Marketing at: Thames Television Plc, 149 Tottenham Court Road, London W1P 9LL.



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- WILL TO SUCCEED

If you can speak Dutch or Scandinavian even better.

If you are sure you can make the grade we would like to meet you. **THIS EVENING** a recruitment seminar will be held at 7.30pm at The Selfridges Hotel, Orchard Street, off Oxford Street, London, (Marble Arch tube) Wednesday 13th January 1988.

We look forward to meeting you this evening!

HOSPITAL MARKETING/SALES

CIRCA. £18K PLUS USUAL FRINGE BENEFITS

The Job: Is to sell a new range of disposable products to hospitals and community based Nursing Staff. Vacancies exist in all areas of the U.K.

The Company: Is a new venture with substantial backing from a major Financial Institution and a successful British Pharmaceutical Company.

You: Will be a true professional, man or woman, with at least 3 years selling experience to hospitals. We expect you will be a top performer with your existing company. Our products will sell on their benefits, unique selling points and competitive prices, you will not necessarily be looking for a move but will be attracted by the package and the challenging prospects of joining a new company which will expand rapidly.

The Package: High basic salary plus commission which should produce minimum earnings of £15K in the first year and £18K in the second. There will be no salary ceiling. If we do well we expect you to reap the rewards too. Choice of company (fleet) car plus usual allowances and fringe benefits are available to the successful incumbent.

Action Required: Send your curriculum vitae (in strict confidentiality) highlighting in particular your most recent performance in relation to others in your sales team, to:

Trinity Management Services, Cottesdon Fyfe, Spring Gardens, Romford, Essex RM7 9LR

Senior Buyer

Audio, photographic & small electrical products
excellent salary + bonus + car

Underwoods is renowned for innovation, excellent service and high quality products. This reputation has been achieved through the development of our product ranges to include the latest audio and photographic equipment and small electrical goods, in addition to the traditional medicines, cosmetics and perfumery.

As Senior Buyer, you will have the extensive retail experience, coupled with in-depth knowledge of audio and/or electrical and photographic products, to make an immediate contribution to our buying policies and promotional programmes. Reporting to the Buying Director and liaising with personnel at all levels, you will develop and improve product ranges, retailing methods and marketing support. You will also be involved in training and motivating staff.

In addition to a successful track record in

sales development, you will have excellent negotiating skills and strong team-management abilities.

The highly competitive salary package is supported by an excellent range of company benefits including a bonus scheme, company car and relocation assistance where appropriate.

Please send full career and salary details to Mary Connolly, Underwoods (Cash Chemists) Limited, White City Industrial Park, Wood Lane, London W12 7SJ. Tel: 01-743 7766.

UNDERWOOD

RECRUITMENT PARTNERSHIP

SALES MANAGERS, SALES EXECUTIVES, SALES TRAINEES

We are seeking high calibre candidates for the current quality sales opportunities in London and the Home Counties.

Below is a small selection of our immediate vacancies:-

Reg S/s Manager - Catering	£18k + Car
Sales Manager: Packaging	£18k + Car
Sales Manager: Paper handling	£25k + Car
Sales Exec: Paper Merchants	£18k + Car
Sales Exec: Mobile Comms	£22k + Car
Sales Exec: Medical Disp. to NHS	£14k + Car
Sales Rep: Arco and Specs	£14k + Car
Sales Exec: Telecomm Systems	£20k + Car
Sales Exec: Office Stationery	£15k + Car
Sales Exec: Computer Systems	£30k + Car
Sales Exec: Photocopiers	£20k + Car
Sales Rep: Canned Foods	£11.5k + Car
Trainee Sales: Packaging	£11.5k + Car
Trainee Sales: Mailroom Equip	£20k + Car
Trainee Sales: Off. Furniture	£20k + Car
Trainee Sales: Photocopier	£15k + Car

For further details of these and many more exciting career moves please telephone

01 686 2842

The Recruitment Partnership
London Bristol Manchester Birmingham

PR Officer

The International Wool Secretariat works to increase demand for wool worldwide through industry support services and consumer promotion programmes. Financed by woolgrowers in the Southern Hemisphere, IWS has branches in over thirty countries and has built the Woolmark into a prestigious, internationally recognised trademark.

We now need an experienced PR Officer to seek out IWS and industry news from our overseas offices and to communicate this information to our partner countries. Other activities include preparing press releases and publication copy and coordinating sponsorship events. There will also be some script and speech writing.

Based in our London HQ, the PR Officer will report to the Director, Corporate Affairs.

The need to maintain close contact with overseas branch staff necessitates some travel and this will increase as the successful candidate develops.

A good professional is needed, aged 25-35, with at least three years' relevant PR experience. Another key requirement is a light, fluent and interesting writing style and the ability to mix easily at all levels.

We offer an attractive salary and other benefits in line with good modern practice. Please apply, enclosing a CV and stating current salary to:

The Personnel Manager,
International Wool Secretariat,
Wool House, Carlton Gardens,
London SW1V 5AE.

INTERNATIONAL THOMSON BUSINESS PUBLISHING LTD

Urgently require TELEPHONE SALES EXECUTIVES

£3,108 basic + Open ended bonus
I.T.B.P. Ltd is one of the leading publishers of business-to-business magazines and reference works in the U.K., with dominant positions in a number of key markets.

We are committed to growth in 1988 and are now looking to recruit equally committed Telephone Sales Executives for our energetic and ambitious Classified teams.

Perhaps you already have some experience in telephone selling or you may be looking for a chance to break into Media sales. What is essential however, is that you are educated to not less than GCE standard, are literate, numerate and have a positive and enthusiastic approach to your work.

You will have the unique opportunity to make a major contribution to leading trade titles across various aspects of industry. Consequently, full sales and product training will be given to those successful candidates who show the necessary commitment and determination, enabling them to become professionals in their chosen careers.

The rewards include an excellent salary with a no-ceiling incentive scheme, 5 weeks holiday per year, contributory pension scheme and a lively, friendly working environment. If you feel you have the qualities we are looking for to fill these important positions, call Jill Kearney on:

01-935 6611 extension 2472

MARKETING MANAGER UXBRIDGE

Attractive salary + car

ARTHUR SANDERSON & SONS LIMITED is internationally renowned as a leader in the marketing, manufacturing and distribution of the highest-quality household decorative and furnishing products. Dedication to providing a strong supporting business structure to a design-based, but marketing-led, company has provided continuing growth over recent years.

Reporting to the Marketing Director, you will be a member of the management team based at the Company's headquarters in Uxbridge. As a mature marketer, either from a manufacturing/marketing or agency environment, you and your team will be involved in the formulation of Three-Year and Annual Marketing Plans and their subsequent implementation to meet profit objectives.

Essentially we are looking for a practical marketer with enormous energy, who is an excellent communicator with the ability to generate and maintain enthusiasm within a young and energetic department.

Please reply in confidence giving concise career, personal and salary details to Mr F T Griffin, Director of Personnel, Arthur Sanderson & Sons Limited, 100 Acres, Oxford Road, Uxbridge, Middlesex UB8 1HY.

Sanderson

EXECUTIVE FOR FORMULA ONE

This position involves servicing existing multi-national sponsors for a leading Formula One team. This includes painstaking liaison on promotional and logistic details, and an ability to represent the Company at up to senior management level.

Ability to travel and to commence employment by 1 March 1988, imperative.

Likely age range 27-35. Salary commensurate with experience and status of job.

All replies should be made by telephone to James McDougall on

(0235) 815161

REPORTER

Flight International, the aviation professional's weekly journal, is looking for a reporter to join its hardworking and highly committed team.

The position will suit applicants who are either professionally trained journalists, and who have a strong interest in aviation, or who have worked within the industry and have a flair for writing.

The successful candidate will be required to research quickly and write accurate news and feature articles. Applicants must, therefore, be of a calm and unfappable disposition, and be able to work well as part of a team. All terms and conditions are in accordance with RBP/NUJ Agreements. Do you have the qualities we are looking for? If so send your CV to:

Sue Whittle, Reed Business Publishing,
Room 509, Queens House, The Quadrant,
Sutton, Surrey SM2 5AS.
Reed Business Publishing is an Equal Opportunities Employer.

REED BUSINESS PUBLISHING

FUTURES AND COMMODITIES TRAINEE SALES to £22,000

An exciting career with all the hustle and bustle of financial dealing awaits smart well educated trainees for a new City based division.

Excellent training with exceptional rewards for positive minded people.

For further details call Sally Hunter

cf16
cp10,10

on
01-631 3275

ALEXANDER MANN ASSOCIATES PLC
231 TOTTENHAM COURT ROAD
LONDON W1P 9AE

A CAREER IN RECRUITMENT

CIRCA £9000 P.A. + COMMISSION

Recruitment Consultancy can offer professional sales people high immediate rewards and excellent long term careers.

We are an independent group formed in 1977 with a record of sustained growth currently holding an opportunity within our City secretarial division.

You should be in your early/mid twenties, have a strong sales presence and preferably some experience in sales.

Add enthusiasm and the desire to learn and you could have an absorbing and rewarding career.

Realistic earnings in excess of £15K. Call in confidence Colin Hush on

01 629 4343

Media Marketing Opportunity

Morgan-Grampian is an aggressive and successful publishing company with a reputation for marketing excellence.

In planning for further success, we are now looking for a capable Marketing Assistant for the marketing services department, which acts as a central consultancy to our wide range of business and consumer magazines.

The work involves commissioning and interpreting research, investigating new markets, and providing sales support services.

You are likely to have some work experience in marketing or market research, ideally in a media environment, but such experience is not essential, if you can prove you have ability, enthusiasm and high potential.

We offer a competitive salary, as well as excellent career prospects in a dynamic and lively company.

To apply, please write to me enclosing a c.v. stating education, experience and current salary: Ian Pring, Marketing Services Controller, Morgan-Grampian plc, Morgan-Grampian House, 30 Calderwood Street, London SE16 8QH.

The Company is an equal opportunities employer.

Animal Charity seeks ORGANISER

Knowledge of animals and pet-keeping an advantage. Job involves contact with the public, including giving talks. Car-driver essential. Salary in region of £9,000 pa plus car. Apply in writing with CV to General Secretary, Animal Welfare Trust, Tyler's Way, Watford by-pass, Watford, Herts WD2 8HQ

CREATIVE & MEDIA APPOINTMENTS

At Colgate-Palmolive, we believe that Marketing Services means Business

Colgate-Palmolive is a big international name in the toiletries, personal care and household goods markets respected by the business community in which it operates and its consumers.

Here in the U.K., Colgate Dental Cream, the Palmolive range of soaps and Ajax household cleaners occupy dominant positions in their respective market sectors.

Specialist marketing services play a vital role in the Marketing Division and, as such, have a particular commercial orientation towards the company's business.

Sales Promotion Executive Up to £14,000

The Sales Promotion Department effectively acts as an in-house below-the-line agency for the company, implementing a diverse and often complex range of national consumer promotions. Consequently there will be extensive liaison with external suppliers and services including promotional agencies and studios.

Operating in a small results-orientated team, you will control several simultaneous promotions, each with clearly defined objectives.

You must have a minimum of 1-2 years' sales promotion experience, gained with a client company or promotion agency and demonstrate an understanding of retail trading in the U.K. You should be capable of working under pressure and demonstrate the confidence to gain the respect of colleagues at all management levels.

Benefits include contributory pension, private medical insurance, subsidised staff canteen and discretionary bonus scheme.

Applications in strict confidence should be sent to: Laurence Moss, Personnel Officer, Colgate-Palmolive Limited, Colgate-Palmolive House, 76 Oxford Street, London W1A 1EN.

Work towards the future with COLGATE-PALMOLIVE

Advertising & Communications Co-ordinator

Kuwait Petroleum (Great Britain) Limited, the wholly owned subsidiary of Kuwait Petroleum Corporation, recently acquired over 1,300 service station outlets in the U.K. The company is actively developing this retail network and is expanding the sales of petroleum fuels and lubricants in the commercial market segment under its new Q8 brand. To assist in the pursuit of this objective it wishes to recruit an Advertising and Communications Co-ordinator.

This is a new and senior position reporting to the Managing Director. The successful candidate must therefore be able to demonstrate a level of experience that will enable him/her to begin the immediate task of establishing clear strategic objectives, plans and budgets for all of the company's UK advertising and communications activities in this highly competitive market. He/she will assist in co-ordinating corporate and pan-European product advertising and will be actively involved in the development of employee and dealer communications, including in-house magazines and other publications. The Co-ordinator will be assigned certain public affairs and communications activities, so a knowledge of public relations will be a significant advantage. Applicants should be graduates, creative and self-motivated, with at least five years' experience and practical knowledge of implementing effective advertising and promotional communications. We expect most eligible candidates to be aged in their late twenties to early thirties.

A competitive salary plus company car will be offered together with an excellent benefits package.

Applications will be treated confidentially and interviews will be arranged in London. Please reply in writing, enclosing full career details including current salary, to:

Q8

Impact Marketing Consultants, (Ref. 1010), Telford Yard, 6-8 The Highway, London E1.

Kuwait Petroleum (G.B.) Limited

MAJOR OUTDOOR OPPORTUNITIES

Three exciting opportunities exist to join British Transport Advertising as front-line senior sales executives. The executives we seek will be experienced and able to negotiate at senior level with clients and agencies. The rewards and career opportunities for successful applicants in this newly-privatised company are excellent.

Road Division

BTA, one of the largest poster contractors in London seeks an experienced executive to sell and market our roadside campaigns to main and specialist outdoor agencies. Experience of outdoor is an advantage, but a determination to succeed, coupled with strong presentation skills, is essential.

All three positions are based at our West End offices and we seek to appoint quickly. Salaries will be c. £16,000 p.a. plus company car. Please write, including cv, to: Mr E. Evans, Personnel Manager, British Transport Advertising, 77 Newman Street, London W1A 1DX.

BRITISH TRANSPORT ADVERTISING

BRITISH TRANSPORT ADVERTISING

MEDIA SALES OPPORTUNITIES

Recruitment Advertising

EMAP MacLaren, the fast expanding Business Publishing Group—need bright, ambitious sales personnel for an exciting launch and expansion programme in 1988.

The opportunities exist within the Classified Sales Department for people with all levels of experience from Trainee sales positions—through to Senior Sales Executive posts—for applicants with experience and contacts in the recruitment advertising market.

Naturally we expect to pay good salaries for the best people around and the remuneration packages offered reflect the Company's view of the importance of the Classified Sales operation to its future success.

If you are articulate—and determined to succeed—this could be the start of a very bright future with an established but progressive Company really making things happen in 1988.

For more details contact: Diana Simmons, Group Classified Manager on 01-688 7798

MacLaren Publishers Limited
MacLaren House,
Scarbrook Road,
Croydon CR9 1QH

MACLAREN PUBLISHERS LIMITED
A MEMBER OF THE EMAP MACLAREN COMMUNICATIONS GROUP

THE NEW FACE

ASSISTANT BRAND MANAGER - £21,500 NOTTINGHAM

Boots No. 7 is No. 1.
We are the brand leader in skincare and colour cosmetics products.

To remain on top in this fast moving market, we need to maintain the unrivalled pace we've already set. And here's where you come in.

Working as part of a team, your key task will be to develop No 7 skincare products from initial concept to performance analysis. Customer research, laboratory formulation, packaging, POS, advertising and marketing will all demand your involvement.

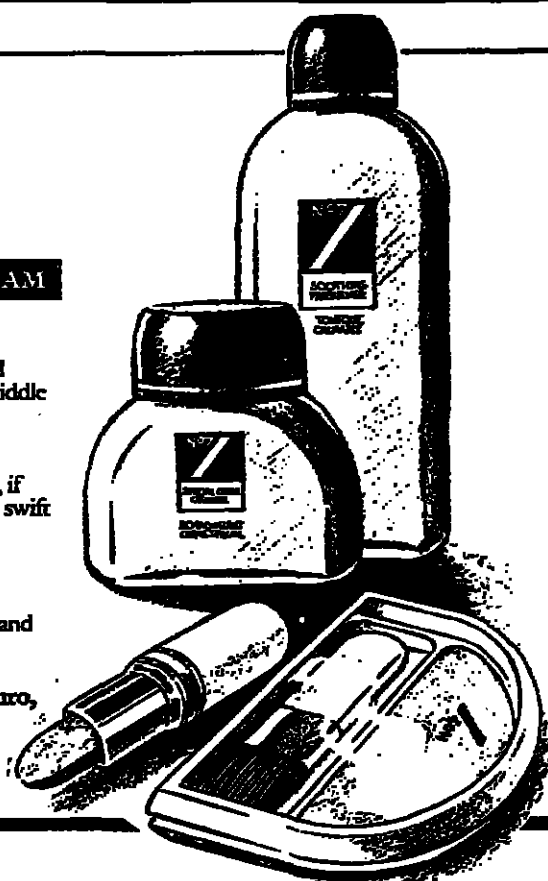
A graduate with 2 years relevant experience, preferably in the cosmetics, toiletries or skincare markets and ideally in 'own brand'

development, you must be a creative problem-solving individual with good communication, organisational and middle management skills.

Able to quickly establish your effectiveness, you'll be given first class training, increasing responsibility and, if you prove your worth, you can expect swift promotion to Manager level.

As you'd expect from a blue chip company like Boots, the rewards are excellent... a very competitive salary, pension, profit sharing, staff discount and relocation schemes.

Interested? Then write with full CV and salary details to Judith Munro, Recruitment Officer, The Boots Company PLC, Head Office, Nottingham NG2 3AA. Tel. (0602) 592174.



FRENCH COUTURE HOUSE COMMERCIAL ATTACHE for the UK

French Couture House, specialising in exclusive ladies fashion, is looking for their UK based Commercial Attache.

The successful applicant should have confirmed sales experience in the Fashion World and be free to travel extensively, covering prospecting for the whole of the UK and additionally all fashion shows in Paris, Brussels, Zurich, etc.

Excellent Salary and excellent career opportunity for dynamic and ambitious person.

Please call Rita Valera for immediate interview on 01-938 1977

Just Jobs International

219 Kensington High Street, W8
We also have lots of interesting secretarial jobs, temporary and permanent, waiting to be filled including bilingual, in advertising, TV and Hitech Companies.

THE ARCHITECTS' JOURNAL requires an

ADVERTISEMENT SALES AREA MANAGER MIDLANDS AND WALES

You will probably be in your mid-twenties with at least 2-3 years experience of selling advertisement space, you will be a self starter who has a flair for creative sales.

You will definitely be success driven with the ability to sell at all levels within the specific market place and to fit into an existing sales team.

Excellent salary and commission package based on experience and ability together with a company car and other major company benefits are provided.

Telephone for an appointment or apply in writing with CV to:

AJ

JOHN GOSS, ADVERTISEMENT MANAGER
THE ARCHITECTS' JOURNAL
9 QUEEN ANNE'S GATE, LONDON SW1H 9BY
TEL NO: 01-222 4333

INTERNATIONAL PROPERTY & DEVELOPMENT COMPANY REQUIRES U.K. BASED SALES AND MARKETING MANAGER

Job Specification

- Marketing strategy and organisation
- Budgeting
- Management of U.K. Sales Team
- Computer literate
- Previous Sales and Marketing background essential
- Based in the South of England

Remuneration

A package will be offered subject to experience.

Please reply in writing with CV to:

The Director,
Fincasol Ltd,
4 Bridge Street, Salisbury
Wilt. SP1 2LX

(MARKED CONFIDENTIAL)

MORE THAN "JUST A TELE-AD"? £8,000 + commission

Inside Housing is the leading weekly publication for housing professionals. As a result of internal promotion, we are now looking for an exceptional person - one with strong sales ability and an interest in the production side of putting out a weekly newspaper. You must be able to sell - sales experience is an advantage although it does not have to be in advertising - AND you must be prepared to participate in the administrative side of putting out a publication, from page plans to invoicing.

If you are a recent graduate (or equivalent) this is an ideal opportunity for you to develop your sales ability and to broaden your experience working with a small, friendly and enthusiastic team. You will bring to us sales ability, a capacity for hard work and a sense of humour - and a willingness to learn to operate a computer would do no harm in return, we can offer you comprehensive training, 25 days' holiday per annum, and a pleasant working environment in modern offices close to Angel Tube.

If you think you are the person for us, then please phone Diane Wooliam, Advertising Manager, on 01-937 4280 ext 244 - and convince her! ICH (Services) Ltd is an equal opportunities employer.

Inside HOUSING

New Challenge in 1988



E.T.N. PLC, a major force within the holiday and leisure industry, is looking for enthusiastic, self-motivated and presentable Sales Representatives, aged 25 and over, to augment its U.K. sales network for the 'Las Mimosas' Beach Club, Spain.

Some sales experience preferred but not essential. Excellent financial rewards.

Contact in first instance with CV or by telephoning:

Michael Morrison
The National Sales and Marketing Manager
E.T.N. PLC, The Mansley Centre
Timothy's Bridge Road, Stratford Upon Avon
Warwickshire CV37 7NQ.

Telephone No: 0789-414021.

THE SWEET SMELL OF SUCCESS

Exciting opportunity for positive sales people to promote a unique innovative product to the retail trade.

The press loves us, so will you!

£12,000 - £20,000 PA
9.30 - 5.30

Fantastic business potential

Lots of fun!

Phone now:

Graham 01-892 3637
David 0423 67806

AUDIO VISUAL

ADVERTISEMENT SALES EXECUTIVE

Due to internal promotion, an experienced sales executive is required immediately to join an existing team on one of our major monthly titles covering the audio-visual and video industry.

In addition to selling advertising space in AUDIO VISUAL, responsibilities will include selling space in allied projects such as the Audio Visual Directory and stands at the annual Audio Visual Exhibition. This vacancy must therefore be filled by a sales executive experienced in managing a substantial territory and who will be able to demonstrate their sales ability within a very short time.

The position warrants an excellent basic salary and commission payments and a company car is also provided. There are many other benefits available, such as excellent pension arrangements and share purchase scheme as MacLaren Publishers Limited is part of the EMAP plc publishing group.

For further details and an application form please contact Hilary Joiners on 01-688 7788.

MacLaren Publishers Ltd., P.O. Box 109, Scarbrook Road, Croydon, Surrey CR9 1QH

TELEVISION WEATHER FORECASTER

We need a top-notch Weather Forecaster for Thames News—London's leading weekday TV news service.

The successful applicant will have a hard act to follow as he or she will be succeeding Jack Scott and Francis Wilson.

We are, therefore, looking for someone with a thorough understanding of meteorology, an appreciation of the latest weather technology and ideas about how the weather can be presented on TV.

He or she will also need to be presentable and have an attractive personality.



We need CVs and a show reel if candidates have one, by 27th January 1988, to: Rob Kirk, Editor—Thames News, Thames Television PLC, 306-316 Euston Road, London NW1 3BB. Thames is an Equal Opportunities Employer.

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

British
Printing Industries
Federation

Secretary to Director General

The British Printing Industries Federation, the employers' organisation/trade association for the general printing industries, requires a secretary for their newly-appointed Director General. Candidates must have a good track record in similar positions, with first class secretarial skills including shorthand and audio.

Good conditions and a salary of c.£12,500 per annum for the right applicant, who should be free to take up the position with effect from 1st March 1988.

Applications in writing please with full CV to:-

Director General,
British Printing Industries Federation,
11 Bedford Row, London WC1R 4DX.

EXECUTIVE SECRETARY
Bagshot, Surrey Top Salary

The BOC Group has a unique opportunity for a high calibre secretary to join our small team of Executive Secretaries at its worldwide headquarters.

The Group is one of the UK's leading international companies enjoying powerful market positions in each of its principal business areas around the world. There is therefore a strong international flavour to the work.

This is an exciting position reporting to two of the Group's senior executives (one of whom is a Main Board Director). The task will be to provide a first class secretarial support service including organising busy schedules and prioritising workloads.

We are seeking a secretary aged 30+ with previous experience of working at the executive level and possessing strong shorthand, audio and WP skills.

A flexible approach to work and the ability to communicate well at all levels are also essential qualities.

Based on the Group's prestigious Head Office in the Surrey countryside, candidates will be competing for a first class remuneration package.

Please apply with full career and salary details to:
Joyce Matthews,
The BOC Group plc,
Chertsey Road, Windlesham,
Surrey GU20 6HU.
Telephone: (0276) 77222.

THE BOC GROUP

EXECUTIVE
SECRETARY
FOR GERMAN BANK

General Manager of the London Branch of a major German bank requires a secretary who has several years' experience of working at senior executive level, with usual secretarial skills and complete fluency in both English and German.

The post will be demanding, but interesting, and will offer very attractive working conditions, a competitive salary and excellent fringe benefits.

Please apply, with full c.v. to Box No. D31.

Room With A View
c. £13,500

Would you like to work as PA/Secretary to a Director of an internationally renowned company with numerous offices overlooking Green Park?

As a key member of this professional and successful company you should have excellent organisational skills to co-ordinate varied itineraries and the initiative to handle projects in the Director's absence.

The ideal candidate should have an outgoing character and flexible attitude with skills of 90/60. Age preferred 25-40.

Please call 01-631 0479.

Seer Selection

RECRUITMENT CONSULTANTS

MEET OUR
LEADERS?
£13,000

A true secretarial role working alongside the PA to a busy titled politician with many interests, including charities and finance. Speeds of 120/70 required with social competence. Age early 20's - 40's.

City 377 8600

West End 439 7061

SECRETARIES PLUS

SENIOR SECRETARY

£13,000 PLUS BONUS

True professional dedication & exceptional skills 120/70wpm sought by prominent communications firm, WC1. Rewarding career role involving staff supervision & so forth. Suit someone 30+.

Call CAROLE PUGH

OFFICE ANGELS 01 430 2531

Office Angels

RECRUITMENT CONSULTANTS

BLUE CHIP
c. £13,500

Join this famous name W1 Blue Chip Company as Secretary to a Senior Executive. They have interest in the retail and catering industries and seek a PA with initiative who wants to take on responsibility and organise a very office. Benefits include free house, 90/60 skills needed.

Please telephone 01 240 3531

Early/late appointments arranged.

Elizabeth Hunt

Recruitment Consultants

8 Grosvenor Street London W1

SECRETARY/PA

Required for Managing Director of international trading and property company. Shorthand essential, able to work on own initiative. Interesting and varied work. Salary negotiable.

Ring: 01 221 1680

PA/SEC TO MD AND CHAIRMAN

Small corporate finance and investment house situated near London Bridge Station is seeking a first class PA to work for their Joint MD and Chairman (who comes in on a part-time basis). Excellent typing/shorthand skills essential with w.p. experience. Administrative qualities required are essential. Atmosphere and high rewards for the right person who should have a sense of humour, an interest in the arts and bags of common sense.

Preferred age 25+. Please write enclosing full CV to Box 857.

RICHMOND
SALES ADMINISTRATOR

£12,000-£14,000 + car

Top level PA with supervisory or management experience for high tech company. Age 27-35.

Ring V & A Recruitment 948 8277

ADVERTISING
ADMINISTRATION

Versatile person needed to run busy office and handle over 100 recruitment advertising.

Experience and typing ability preferred though a good telephone manner and efficient organisational paramount.

Salary negotiable.

Apply in writing enclosing detailed CV to:

Stephen Kaufman

Kingsway Advertising

27-29 Macaulay Street

London WC2B 5LZ

BRIGHT
ENTHUSIASTIC
SECRETARIES

Required for leading W1 advertising agency. Must have accurate typing

minimum 60 wpm and enjoy working as part of a team (shorthand is not

necessary). Pleasant,

friendly working

atmosphere. Age 20+,

good salary + benefits.

Please Telephone:

Sarah Coccup on

01 636 5050

LOVE RECRUITING?
HATE ROUTINE!

You have a positive attitude and a minimum of 2 years experience in recruiting staff, either as a personnel officer or within the recruitment industry. As a consultant with our specialist secretarial or WP divisions you will manage your own desk, but with the support of your colleagues. Your energy and expertise determine your job satisfaction and your financial rewards which are likely to be between £16 and £30,000.

Call Lyn Cecil on 377 8600

SECRETARIES PLUS

DIRECTORS' PA

£11,000

Ideal opportunity for a good PA/Secretary to handle the Office Services, Administration, Visa, etc for International West One Oil Company. A good command of the English language essential, rusty SH + some computer knowledge. Age 27 - 35.

SAVENDISH PERSONNEL 01-486 7897

PA/
ADMINISTRATOR

Design Consultancy needs your administrative skills and organisational experience to take control of the running of this small but busy company.

Applicants should be nameable and able to type.

Apply, enclosing C.V. to:

Dorothy Turner

D & D Design Consultants

52/54 Clarendon Road

Barnes

London SW13 5JL

01 741 2282

TOTAL JOB
INVOLVEMENT

£10,750 +

Westminster Planning Consultants, Secretary to Partners, to run the heavy typing, use of client

involvement. Age 20-27. Phone evenings

0732 454042 or write to:

Robert Wickham,

79 Great Peter Street,

London SW1.

New Dawn

£16,500

A leading investment bank needs a Senior Secretary to work for a

recently appointed

executive who is setting

up a new department.

This is an exciting

opportunity for someone

who enjoys the challenge

of a start-up situation,

can set up and follow

through systems for what

will be a fast expanding

department and provide

full secretarial back-up

for a boss who expects

you to operate largely on

your own initiative.

The right candidate needs

proven senior level

experience and a

thorough understanding

of the degree of

involvement required for

a new venture.

Age 25-35 Skills 100/60

01-726 8491

City Office

ANGELA MORTIMER

OFFICE MANAGER/PA

Our client is an Anglo American company with many years experience in the US & UK construction business and is involved in one of London's largest and most innovative developments. They require an experienced Office Manager with secretarial skills to run their new West End office.

This will be a very varied position which will grow as the project develops; initially the successful applicant will be responsible for all office duties, supervision of junior staff and arranging facilities for overseas consultants. The team work long hours and are under constant pressure to meet deadlines, therefore a high level of commitment and enthusiasm is essential.

Skills: 80/60

AGE INDICATOR: 28-40

Carrington House, 150 Regent Street,

LONDON W1R 5FE. Tel: 01-437 1564

West End

£15,000

MacBlain Nash

WEST END

Recruitment Consultants

TELEVISION
PRODUCTION CO.
SECRETARY

£10,500

Fifty or more years experience would be helpful for the interesting vacancy

seeking for two highly motivated

secretaries. Fast, accurate typing

and reasonable shorthand

essential. The ideal candidate

will have some direct

working experience to handle a

variety of tasks. Plenty of

development and progress

opportunity to progress.

01-489 6566

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ART GALLERY
SECRETARY

£9,000

Exciting opportunity to join a

prestigious and rapidly

expanding art gallery. Please

telephone us to discuss this job

in more detail. If you are

motivated, socially

confident, interested in the

art world, with excellent

stylist skills and experience,

plus German to at least 'O'

level standard. Age 25-35.

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DEVELOPMENT CO.
SECRETARY

£11,000

A small, growing firm based in

West London is seeking a

highly motivated and

energetic secretary with a

positive attitude and a

good sense of humour to

assist in the day to day

running of the company.

Good typing

skills and a friendly

disposition are essential.

Age 25-35

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LA CRÈME DE LA CRÈME

01-481 4481

THE COLLEGE LEAVERS COLUMN

Specialists for the 18-25 year olds

FASHION DESIGNERS

A leading Fashion House offers an opportunity for a secretary to train in the world of Fashion Couture and join a team marketing their exclusive collection. They deal internationally, particularly with Paris, Milan and Tokyo. Rugs, shortland, 45 typing.

PROPERTY NEGOTIATOR

Continued required to join the demanding and fast moving world of Executive Recruitment. The position would suit those seeking a non-secretarial role, who enjoy the pressure and challenge that international property offers. Keyboard skills useful.

PR CAREER

This successful company who are part of a leading hotel group offer a secretary the challenge of being trained in a PR environment where the next step is Executive. The post is dealing with the press, and organising hospitality events. Keyboard skills required for presentation of research projects. Skills 80/50.

NUMBER 2 SECRETARY TO VIP

A well known international Chief Executive, seldom out of the financial headlines seeks a young secretary to work in his London office assisting his PA. A chance to get in at the top. Skills 80/50.

SECRETARY/AMERICA

A Director responsible for America and the Caribbean seeks a secretary to work closely with him. The work is very pressurised and requires total involvement. A second language useful (preferably French). 90/50.

01-437 6314

FINESSÉ

APPOINTMENTS LTD

RECRUITMENT CONSULTANT

SOUTH MOLTON ST.

c £15,000+++

We need an experienced consultant to join our successful, dynamic recruitment team. You will be dealing with clients in Advertising, Marketing, PR, the Music business, Fashion, Design, Computing and International Banking.

If you are happy, healthy, enthusiastic and self-motivated with at least 1 year's secretarial recruitment experience call me in strictest confidence.

Bernadette Summer

(Evenings: 01-673 4990)

CHANGES

Recruitment Consultants

14 South Molton Street

London W1V 1DE

01-491 1255

P.R. in CHELSEA and the CITY

Secretaries for International Public Relations Consultants

As one of the world's leading international public relations consultancies our job is to serve an expanding portfolio of blue chip clients. To help us we need:

SECRETARIES IN CHELSEA

Due to our recent move to Kings Road we have positions to offer in two of our specialist divisions offering challenging and interesting responsibility. Free accurate typing and knowledge of word processing is essential (we will cross-train to our Wang WP if necessary) together with strong administrative skills and cheerful adaptable personality.

All the above positions carry attractive salary packages, excellent prospects and valuable employee benefits. If you feel you have the right qualities to fill one of these positions and would like to join the exciting world of P.R. please send full C.V. to Paula Lindsay.

DANIEL J EDELMAN LIMITED

Kingsgate House

536 King's Road

London SW10 0TE

Tel: 01-835 1222

P.A./SECRETARY IN THE CITY

Our Financial Division has remained in the City where a vacancy exists for a P.A./Secretary to the General Manager. This position requires the full range of P.A. skills for organisational support in addition to fast and accurate typing (again we will cross-train to Wang WP if necessary) and ability to cope with pressure peaks.

All the above positions carry attractive salary packages, excellent prospects and valuable employee benefits. If you feel you have the right qualities to fill one of these positions and would like to join the exciting world of P.R. please send full C.V. to Paula Lindsay.

Public Relations

EDELMAN

Knight Frank & Rutley

We have various levels of Secretarial vacancies in the West End. Applicants should be keen, enthusiastic, with initiative and ability to develop the job to the benefit of the company.

PA SECRETARY TO SENIOR INVESTMENT PARTNER 70 w.p.m. Audio Typing, W.P. Good organising ability

PA SECRETARY TO TWO PARTNERS IN OFFICES DEPT 90 Shorthand 70 Audio Typing, WP

PA SECRETARY TO JAPANESE DIRECTOR (fluent Japanese essential) 60 Audio Typ W.P.

FIVE VARYING LEVELS OF AUDIO SECRETARIAL POSITIONS 70 Audio Typing

We offer very competitive salaries together with staff benefits. Applications in writing with a full Curriculum Vitae and stating which job you are applying for to be sent to:

Miss Jane Webster

Knight Frank & Rutley

20 Hanover Square, LONDON W1R 0AH

Telephone No: 01-629 6171

46 OFFICES IN 5 CONTINENTS.



DIRECTOR'S SECRETARY Teddington

We are seeking a highly efficient and experienced secretary to provide senior secretarial support to our Company Secretary/Director of Personnel across the broad spectrum of his work.

You must have at least five years senior secretarial experience and be able to demonstrate an ability to work without supervision and to communicate at senior level both internally and externally. First class shorthand/typing skills (100/80 wpm respectively), together with a knowledge of word processing are also required.

We are particularly keen to encourage applications from people from minority ethnic groups as they are under represented in this area of work.

For a Job Description and Application Form, to be returned by Wednesday 27th January 1988, please contact—

Caroline Odell, Personnel Manager, Thames Television PLC, Broom Road, Teddington, Middlesex, TW11 9NT. Telephone: 01-977 3252 Ext. 2605.

Thames is an equal opportunities employer.

TEMPORARY CONTROLLER

We are a new and ambitious recruitment consultancy, specialising in the banking and financial sectors both in the UK and abroad. We have institutional funding and aim to reach the top in record time.

We only employ first class, high-producing consultants of integrity and currently seek to recruit a Temporary Controller of the highest calibre to establish our Temporary and Secretarial Division.

We require a minimum of two years' relevant experience, enthusiasm, ambition and drive. A very attractive remuneration package will be offered, reflecting the importance of the appointment.

If you think you are the person we require, telephone us now, or call in to our offices near Bank tube station for an early meeting with Roy Webb, Managing Director.

Financial Recruitment Consultants

7 Birch Lane

London EC3V 9BY

01 626 2150

01 626 2092



A member of The Devonshire Group Plc

CAROLINE KING SECRETARIAL APPOINTMENTS

£13,000 + Mortgage +++
A terrific chance to use your organising ability! This international bank needs a super secretary to organise their Management team. Excellent communication skills required when liaising with top clients. 100/55.

WEST END PA

£11,500

As PA to the head of Public Affairs of this prestigious leisure company you will be kept busy organising conferences, presentations and lunches. Constant liaison with VIP's and the press as well as plenty of opportunity to use your administrative skills. 80/50.

01-499 8070

87 New Bond Street London W.1

DIRECTORS' SECRETARIES

£16,000

The overworked Chairman of a small Investment Bank needs an outstanding Secretary/PA to take over many administrative responsibilities within the office. A city background is essential together with good secretarial skills. Age 28-35.

01-629 9823

Leap into a new job this year

LOVE + TATE

Recruitment Consultants

MD'S RIGHT HAND TO £13,000

Newly appointed City MD processing in the US wants you to be his communications, liaison and legal decisions. What bliss! A charismatic negotiator, so you will achieve great things in gorgeous surroundings in ECA. Audio, a good track record. Age late 20's +.

Turns frogs into princes (and princesses)

PARTNERS PA TO £13,500. W1

2p through paperwork, handle admin, set up systems and help with the varied outside interests of two partners in chartered surveyors. Full personal assistant/secretarial role in a friendly professional team. S/W, W/P, some audio. Age 25 - 30.

01-283 0111

PROGRESS IN PR TO £12,000

Go places with major company as secretary to PR manager and his assistant. Arrange functions, liaise with designers, printers, and the press in addition to using shorthand and typing on Wang. Scope to develop and become involved in research. Age 25 to 40.

01-283 0111

SECRETARY/PA

Rare opportunity for someone special with bright and cheerful personality, sense of humour, together with above average secretarial skills to join small team in urban business. Very pleasant working environment within a prestigious 60 modern luxury apartment block in a prime central location overlooking the Royal Parks, and close to the Royal Albert Hall and Kensington High Street. 40 hour week, good conditions, excellent salary. 4 weeks holiday, pension scheme and bonus. Excellent references essential.

Written applications only with CV to:

Michael C. Garner,

General Manager,

Thorney Court,

Palace Gate,

London W8 5NJ.

RECEPTIONIST/SECRETARY 1st or 2nd Jobber

Five of friendly fun architects are looking for a young enthusiastic person with eye for detail to start working in their offices in South London.

Contact Kerry on 01 730 7174

or write to

MICHAEL SQUIRE ASSOCIATES,

78 Ebury St, London SW1 9QD.

ANTHONY COOK BUREAU

Recruitment Consultants

NEWSFLASH

We now cater for temporary and permanent secretaries. Anthony Cook Bureau has now established a permanent division which provides high-calibre word processing secretaries.

All our secretaries are professionally trained on the IBM range of the WP programs, such as DW3 & 4, Microsoft Word, Samma etc. If you are not familiar with any of these packages then we will train you! We currently have many interesting and varied positions available at all levels with prestigious companies, both in the City and the West End.

Please call us on 01 248 3404/3329 for further details.

Telephone 01-248 3404

BUREAU



SECRET GARDEN

Secret Garden, a retail organisation specialising in aromatherapy and natural skincare, requires a secretary with good skills in a small, fast moving company (audio/typing, shorthand not essential). Position would attract someone who likes working in a busy office for a young team and who can work on own initiative. Salary starts at £8,500.

Apply to Helen Cowers

The Secret Garden,

153 Regent Street, London W1

Telephone: 01 439 3101

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CREATIVE PA

£10,500 + FREE CLOTHES

Design/PR boss of exclusive fashion co is under pressure, needs cool organiser with positive fashion interest to share the load. The role has very exciting side but plenty typing/S/Hand too.

Call CLIVE KINGROSE

01 629 0777

Office Angels

RECRUITMENT CONSULTANTS

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LANGUAGES FOR '88

FRENCH billing sec to chief exec of prestige K/bridge co. City exp pref. Mid 20's. To £11,000.

ITALIAN billing secretary for small friendly co. No sh! 25+-. To £12,000.

GERMAN billing sec to MD of W. London Co. for friendly and hectic sales environment. Early 20's. £10,000 neg.

SPANISH billing audio sec to senior manager in European dept. Initiative and gumption a must! 22+. To £11,500.

For more details of these and many other language positions call

THE LANGUAGE SPECIALISTS

Morrow Emp Agy

636 1487

7 Mansfield Place, London W1M 0AG

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REC/SEC

Receptionist/Secretary required for busy expanding Property Management Company in Savile Row. Shorthand/audio, excellent telephone manner, good appearance & sense of humour essential. Salary £8,000 - £9,000 plus perks for the right person.

Write with C.V. to:

Eleri Morgan,

Central and Provincial Management Ltd,

Heathcoat House, 20 Savile Row, W1X 1AE.

Telephone 01-439 0246

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PA ADMINISTRATOR
£13,000 + BENEFITS
If you have a degree in Business Administration or a similar qualification, you will be considered for this position. The successful candidate will be responsible for the day-to-day running of the company's administrative functions. A full salary and benefits package is offered. Please send your CV to: **abbatt**, 101-481 4481.

PS PLUS
£11,750
Do you have a degree in Business Administration or a similar qualification? If so, you will be considered for this position. The successful candidate will be responsible for the day-to-day running of the company's administrative functions. A full salary and benefits package is offered. Please send your CV to: **abbatt**, 101-481 4481.

CO-ORDINATOR
£11,000 + BENEFITS
If you have a degree in Business Administration or a similar qualification, you will be considered for this position. The successful candidate will be responsible for the day-to-day running of the company's administrative functions. A full salary and benefits package is offered. Please send your CV to: **abbatt**, 101-481 4481.

ADVERTISING
£9,000 + BENEFITS
If you have a degree in Business Administration or a similar qualification, you will be considered for this position. The successful candidate will be responsible for the day-to-day running of the company's administrative functions. A full salary and benefits package is offered. Please send your CV to: **abbatt**, 101-481 4481.

PROPERTY
£11,500 + BENEFITS
If you have a degree in Business Administration or a similar qualification, you will be considered for this position. The successful candidate will be responsible for the day-to-day running of the company's administrative functions. A full salary and benefits package is offered. Please send your CV to: **abbatt**, 101-481 4481.

ASSIST THE MD
£11,000
If you have a degree in Business Administration or a similar qualification, you will be considered for this position. The successful candidate will be responsible for the day-to-day running of the company's administrative functions. A full salary and benefits package is offered. Please send your CV to: **abbatt**, 101-481 4481.

Rank Hotels, a division of the highly successful Rank Organisation, has a vacancy for a confident, competent and presentable secretary. This position is based at our Head Office in Kensington which is likely to move to Kew within the next few months.

SECRETARY TO THE UK SALES MANAGER

This demanding role requires a sound educated, articulate and experienced individual, with typing to RSA 2 and ideally a business administration qualification. Short-hand, WP experience and knowledge of the hotel or travel industries would be useful. Previous relevant experience in a sales or marketing environment, a confident telephone manner and the ability to work well under pressure are essential.

Offering interesting and varied work in a stimulating environment, the position carries a competitive salary and a comprehensive benefits package including £10 per week L.V.'s. It is unlikely that anyone under the age of 25 will have sufficient experience to fulfil this senior role.

Please write with full C.V. to Alan Cox, Divisional Personnel Executive, Rank Hotels Ltd, 4 Harrington Gardens, London SW7 4LE.

Rank Hotels

BILINGUAL PA £13,000
Highly prestigious marketing company seeks an exceptional individual for its Chairman. Superb skills and a flexible approach will ensure an involved and challenging role. Excellent spoken French and other languages a bonus. **CLAIRE JAMES**, The Jane Graham Partnership, 637 2552.

DRAKE PERSONNEL
ADVERTISING SEARCH £10,000
Confident, strong and ambitious? Looking for a high level of responsibility, total involvement and definite progress? Then join this Advertising Search Company and you will be assisting the MD and Office Manager with all administrative duties as well as putting your excellent secretarial skills to good use. Call **Savvy** on 01-221 5072.

T.V./FILM PRODUCTION
£12,500
Famous for their, at times, controversial work, this prestigious TV and Film Production Company are often seen collecting awards for outstanding creative work at the Cannes Film Festival. They are looking for a PA to work alongside the young, enterprising Manager of their Legal and Business Affairs Department. You will enjoy the excitement of working in this fast moving and frenetic environment. As well as good typing skills you will need to have had a minimum of three years work experience of which a proportion in Legal/Entertainment Law would be helpful. Skills: 60 typing + WP. **925 0139**, RECRUITMENT CONSULTANTS.

Be seen with the right company

"Bond Street" PA £13,000 + Bonus
He's suave, dynamic and charming. Your confidence & excellent skills could open the door within this international traders located in beautiful West End offices. This is a sophisticated company for the professional-style PA. Call us now on 01-493 8969. Options of Bond Street.

MD OF A BUSY GRAPHIC DESIGN STUDIO REQUIRES AN ASSISTANT
The position is a challenging one requiring a good organisational, capable of adding on their own initiative and who can type and organise an office. Some knowledge of the studio world would be an advantage, but not essential. The company is based in Battersea, close to Chelsea. Salary is negotiable. Position is permanent. **Telephone 01-228 4880.**

RESEARCH £13,000
Enjoy getting on with your own projects researching business. Join this friendly team and assist with setting up new business units. Use your research skills to help us achieve our goals. Call **Rob Morgan** now on 01-448 9787.

Be seen with the right company

Occasional and Permanent Nanny Agency
We are looking for a lively, well educated, self-motivated non-smoker (25-35 years) who can type and organise an office. Some knowledge of the studio world would be an advantage, but not essential. The company is based in Battersea, close to Chelsea. Salary is negotiable. Position is permanent. **Telephone 01-228 4880.**

PERSONNEL SEC
£11,500
Large W.C. requires a young, energetic, self-motivated, non-smoker (25-35 years) who can type and organise an office. Some knowledge of the studio world would be an advantage, but not essential. The company is based in Battersea, close to Chelsea. Salary is negotiable. Position is permanent. **Telephone 01-228 4880.**

Exciting Opportunity
for a highly motivated person with sound secretarial skills looking to move to a more varied and responsible position. The vacancy is with a new business services subsidiary of a major public property group based in central London. Applicants should be able to work on their own initiative and presentation, tact and an approachable personality are essential ingredients. Excellent salary by negotiation. Please apply in writing with CV to Peter Allport at Lambert & Partners, 3 Deansy Street, London W1Y 5LH.

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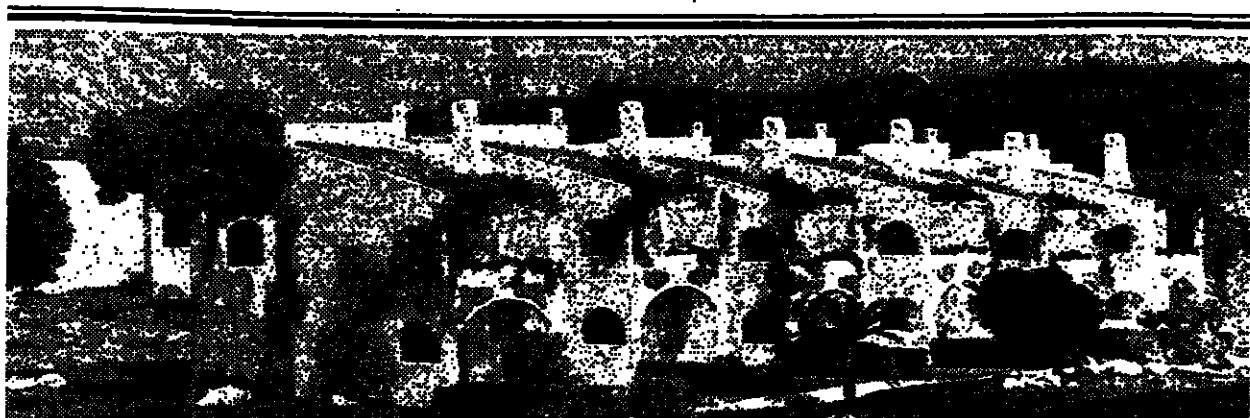
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OVERSEAS PROPERTY



The tropical flavour: a model of the Arroyo Vagueros scheme, in which 126 town houses will all overlook palm-treed gardens

An island haven for thousands

By Diana Wildman

The Canary Isles, of which Tenerife with its 1,200 square miles is the largest, have been linked politically, linguistically and culturally with Spain since the 15th century.

Today the second home phenomenon, so much part of the Spanish mainland for the past decade, is firmly established on Tenerife. Most of the 2,500 or so homes due to be built during 1988 will be in the south of the island, which, although barren and volcanic in parts, has consistently better weather than the established areas of Santa Cruz and Puerto de la Cruz in the north.

This recent surge of popularity, especially with the UK purchaser, is due, not least, to air fares being competitively priced, with costs about the same as to Malaga; relatively cheap property prices, although in some instances these have leapt by 30 per cent during the past year; and an all-year-round holiday season, which can mean a higher degree of rental income.

The serious golfer is now being catered for in Tenerife with the building of the 420-acre Golf del Sur complex, about five miles south of the island's main

reception area, and prices are between £40,000 and £60,000.

Details: Barry Wainwright, Sunway Homes, Green Parque, Golf del Sur, San Miguel de Abona, Tenerife, Canary Islands.

For purchasers not wishing to venture so far south, there is still some reasonably priced property along the Costa del Sol. A new residential scheme, Arroyo Vagueros, is now under construction three miles west of Estepona on a 10-acre beach-side site.

Altogether 126 two-bedroom and three-bedroom town houses, all with first-floor terraces and ground-floor patios, are planned in tiers on the sloping site, which leads to the focal point of the scheme — the tropical palm-treed gardens, swimming-pool complex, and two tennis courts — which all the houses, with their south-westerly aspect, overlook.

The gardens, pool and tennis courts are complete, there is a fully furnished show house, and a sales office is open every day. The first 12 houses will be ready by Easter and the next 12 in July.

The ground floor has a large reception room, a fitted kitchen and a downstairs

cloakroom. There is an open fireplace with a built-in barbecue on the patio.

The flexible first-floor accommodation allows for two double bedrooms as standard, plus the option of a further single or double bedroom, and, according to the sales director Lisa Matthews, off-plan purchasers can opt for a variety of customized touches, including central heating and air conditioning.

Prices range from £59,850 for a two-bedroom house to £66,150 for one with three double bedrooms. The stage payments during construction are guaranteed safe by Union Peninsula de Seguro SA.

Details: Arroyo Vagueros, C.N. 340 Km 156, Estepona, Malaga (010 3452 016667), or Sanderson & Alvarez, 10 Barley Mow Passage, London W4 4PH (01-994-6477).

• More property on page 41

Views of the swimming pool and the sea

airport. The smart, sophisticated golf club, built in traditional low-rise courtyard style has a pro shop, management offices, a bar and quite the best formal restaurant on the island — not to mention the recently completed 27-hole course, membership of which will be restricted to owners when the residential units are all completed.

Around the golf course, which is the focal point of Golf del Sur, a series of individual pueblos are being constructed. These offer a wide range of property to suit all tastes and price brackets and are being built by different developers under the umbrella of Golf del Sur's ownership.

International Property Investments (IPI), of Brighton, one of the agents handling sales, can offer a selection as diverse as a studio at around £31,000 to a custom-built villa for £150,000 upwards.

Green Park is a modern large apart-

ment block about 700 yards from the sea and the proposed five-star hotel consisting mainly of studios, with balconies, overlooking either the large swimming pool complex in the middle of the scheme or facing out to sea.

The 300 studios and the few one-bedders are being sold fully furnished to rental standard for between £31,000 and £35,000. The first block has a few studios left ready for immediate occupation, while block two will be ready in March.

There is an annual letting scheme offering a 10 per cent annual return.

Overlooking the Golf del Sur Golf School is the Sand Club, a self-contained cluster of 164 one-bedroom and two-bedroom apartments being built in the Canarian style, complete with rough-finished whitewashed walls, red roof tiling and elongated chimneys. Buyers are given automatic golf club membership and prices range between £42,000 and £65,000. There are phased completion dates throughout 1988. A show flat is open every day.

For the individualist, 77 plots of land, averaging 1,400 square metres, are designated for large custom-built villas, complete with swimming pool and landscaped gardens. A number are already complete and a spacious three-bedroom house, ready for occupation, can be built for £150,000.

Details: IPI Ltd, 34 Ship Street, Brighton, Sussex BN1 1AD (0273-774098).

Tenerife-based Sunway Homes is selling a totally contrasting scheme for the more urban-inclined. Parque San Christina is an apartment block seemingly built into a hillside just above the tourist town of Playa Las Americas, a few miles south of Golf del Sur. Twenty-five of the 50 units are sold, the show flat is open, and there is underground parking. The first stage is scheduled for completion during this spring and the whole is due to be finished by the end of the year.

The main feature of the one-bedroom and two-bedroom flats is the vast terrace, often bigger than the internal

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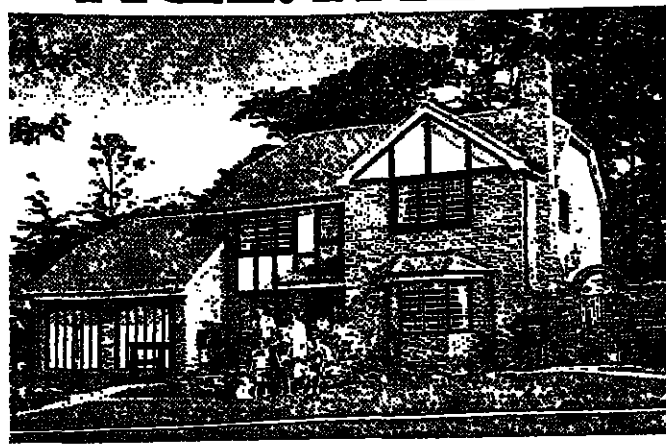
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Sri Lanka
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Hobart (Agencies) — Sri Lanka, having lost their first four matches in the triangular World Series Cup competition, owed much to Rosham Mahanama, their opening batsman, in scoring a surprise four-wicket victory over New Zealand here yesterday.

Mahanama, voted man of the match, reached his third consecutive half-century, as the Sri Lankans easily passed the New Zealand total of 199 for seven with nearly three overs to spare.

Mahanama, who top-scored with 53 before being run out, received valuable support from de Silva (55) and Ratnayake who took three for 33 and scored 21 not out.

Earlier, it was Hadlee who proved New Zealand's saviour with the bat, top-scoring with an adventurous 52.

The treacherous M.A. Chidambaram stadium pitch had the West Indies batsmen dancing to the tune of the Indian spinners after the home team had carried on their overnight first innings score of 308 for six to 382 all out at the stroke of lunch.

A dour, unbeaten 62 from the captain, Richards, who had several close shaves but managed to stay at the crease, saw the West Indies struggle to 147 for five at close of play.

A furious Jackie Hendricks, the West Indies manager, described the wicket as disgraceful. "Have you seen the pitch? It is like the moon surface," he said.

Kapil Dev, continuing from his first day's 104, had added only five runs when he edged Walsh to first slip. Shastri was 'yorked' by Davis with his first ball of the day. Davis mopped up the tail to finish with four for 76 while Walsh's three wickets cost him 85 runs.

The West Indies batsmen were aware of the need to occupy the crease for as long as possible. Haynes and Richardson were content with

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CRICKET

Hirwani's
debut has
West Indies
in a spin

From Javed Akhtar, Madras

The fine art of leg-spin discovered a young exponent in India's Narendra Hirwani, aged 19, who made a dream debut taking three vital wickets to have West Indies battling for survival on the second day of the fourth Test here yesterday.

The treacherous M.A. Chidambaram stadium pitch had the West Indies batsmen dancing to the tune of the Indian spinners after the home team had carried on their overnight first innings score of 308 for six to 382 all out at the stroke of lunch.

A dour, unbeaten 62 from the captain, Richards, who had several close shaves but managed to stay at the crease, saw the West Indies struggle to 147 for five at close of play.

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RUGBY UNION: UNDERDOGS HAVE THEIR DAY AND COMFORT LEICESTER

Waterloo
fighting
an uphill
battle

By David Hands
Rugby Correspondent

There are only two unbeaten teams in the first division of the Courage Clubs Championship and one of them, Leicester, the underdogs, will have been fascinated to see that last weekend the other, Waterloo, were held 22-22 at Wakefield, of the third division.

It was a result which may be relevant to the outcome of the championship, although Leicester are counting no chickens, despite having maximum points from their seven games; indeed, Gloucester's success over Leicester in the downgraded fixture on Saturday will have checked any complacency.

Gloucester, Bristol and Warrs all have points to make about the eventual destination of the title but the strongest challenge looked to be coming from Waterloo, with four wins out of four.

That, to a degree, is misleading. Waterloo's first league win was by one point against Nottingham and their third was against a much weaker Bath XV. In between they had a well merited win over Gloucester and entered the new year by beating Sale but their hardest period is still to come. Six of their remaining seven league fixtures are away, including that at Leicester on Easter Monday.

Nevertheless, Wakefield's achievement was considerable, and will have given heart to the Nottingham contingent who were to College Grove to watch Waterloo, when they meet in the John Player Special Cup on January 23. Equally, John White, whose club, Moseley, meet Wakefield in the cup will have been chewing his lip after watching the Yorkshiremen pull back from 10-9 down.

It was Wakefield's sixteenth successive game without defeat and, in the view of Robin Foster, their chairman, indicates that the gap between clubs in the first and third national divisions is not as wide as some people think.

Leicester, or Bath or Warrs — but we have played four second division sides and beaten them all and now we have drawn against Waterloo," Foster said.

"We, and clubs such as Fylde or West Hartlepool, at full strength are quite capable of taking on anybody. We have scored 715 points this season and it has helped immensely that we have had another 10 players to choose from for the first XV."

"Against Waterloo, for instance, we were without our three leading representatives (Harrison, Adams and Barclay), and three first-choice forwards. But the young lads who have come in, are playing so well that there is going to be tremendous competition."

The decision as to when Leicester and Gloucester will meet in their twice-postponed league fixture is now in the hands of the senior club committee. There are not too many possibilities to consider if, as Gloucester insist, it should be a weekend game because of the immensity of international and cup weekends. One possibility could be a Tuesday night game, but Gloucester would prefer to play on a Saturday.

Mr Justice Michael Davies said the situation regarding fixed and dated cases in the Queen's Bench Division on January 12.

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Coach sans credentials: Fouroux, taking flak as ever, dismisses the allegations with a shrug

France continue their
strive for perfection

By Chris Thun

Although France are hot favourites for the opening five nations match against England in Paris on Saturday, Jacques Fouroux, the French coach, is cautious.

"Any game in the five nations is a struggle, and the first one is always the most difficult. Besides, playing against England is an added complication. They tend to be most awkward opponents and they traditionally do well against us in Paris," he said.

Fouroux was quite surprised, yet pleased, to hear that Gary Pearce was relegated to the B side. "In my book, Pearce is one of the best scrummers in the game, in the same class as our own Garret. Ondaarts suffered a lot last year at Twickenham and I'm amazed to hear that Pearce is dropped," Fouroux said.

But contrary to what most other teams do, France tend to worry less about the personnel of the opposition and more about trying to impose their will from the early stages.

Fouroux does not hide the fact that his French side are trying to emulate the All Blacks. What is amazing is that there are people who criticize him for his approach. Fouroux, a great captain and an inspirational leader, believes that skill and flair should supplement a mental attitude that involves total dedication and commitment.

"It is not about playing, but about living rugby, and that is the key to success."

After the withdrawal yesterday from the French side to play against the Ainslie Lancers, the lock whose place is now taken by Patrick Serriere (Racing Club), the French B side has also been changed (David Hands writes).

Their XV to play England at the Jean Bouin Stadium on Saturday now includes Domini-

que Dal-Poz (Colonniers), who replaces Lacombe, the Agen wing, who has pulled a thigh muscle.

Scotland, too, have had to adjust their replacements for the game against Ireland at Lansdowne Road, Gray, the Nottingham lock whose first appearance at this level it would have been, has withdrawn

because of injury and Campbell, the Hawick lock and captain, last capped against Romania in 1986, returns.

Rhys Morgan, the Newport prop capped once by Wales in 1984, will equal a club record if he plays against Swansea this evening. He has had the 486 appearances of Keith Poole, the former flanker who played during the late 1960s and 70s.

Those categories were illustrative and not necessarily complete, but they might be helpful as guidelines. If his Lordship had felt any doubt as to suitability, that case had not been listed.

His Lordship was confident that the Bar and solicitors would act with due responsibility in the interests of their clients and justice and would help his Lordship in his attempt to ensure that justice was not necessarily delayed.

The parties were entitled to an opportunity to be heard in chambers on the issue pursuant to Order 107, rule 2(1) of the Rules of the Supreme Court.

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BASKETBALL

Bonus for
United as
Byrd plays
in Italy

By Nicholas Haring

The misunderstanding that cost Alton Byrd an appointment with his specialist last week, at least means that Manchester United's experienced playmaker can play in tonight's potentially crucial Korso Cup tie against Sassuolo Caserta in Italy.

Byrd was due to have his pelvic problem diagnosed, but since that meeting has been put back to Friday, United will be less depleted than expected for the quarter-final pool. Cibona Zagreb are certain to be the one team to qualify, but the game still carries prestige value for the other teams in the group, anxious to avoid finishing bottom.

Byrd played in United's win at Leicester on Saturday, but it was not one of his better performances, according to Joe Whetton, the United coach. "The injury was obviously still bothering him," he said. "He took only four shots all night."

If the verdict on him is unfavourable, the player faces a three-week lay-off at the minimum. But the United coach, hardly to be better for United, who are maintaining their title challenge while the future of the club remains in doubt. During the period of Byrd's possible absence, they have a blank week and game against the Carling League's bottom team, Quaxor Crystal Palace.

Byrd's inclusion tonight provides United with some comfort, as not only are both the Americans ineligible, but Kevin Penney is unable to take time off his injury.

Penney's absence may be viewed with mixed feelings by the Italians, who will doubtless feel they have a score to settle, not so much because they lost in Manchester last month, but because of a fracas, started, Caserta alleged, by Penney.

HOCKEY

England sides
in action at

The Times racing team investigates the problems raised by two controversial riding offences

Recent fines for top jockeys illustrate whips dilemma

By Michael Seely

The £300 fine administered to Peter Scudamore for his over-the-shoulder use of the whip at Newbury, coupled with the £100 penalty imposed on Colin Brown for his improper use of the whip on Rhyme 'N' Reason at Sandown has highlighted, on successive Saturdays in full view of the public, the problem facing the stewards and jockeys over the controversial question of the punishing of horses.

On the one hand, the reigning champion jockey has been severely disciplined for not trying hard enough. On the other, another top flight rider has been summarily fined for trying too hard.

These two incidents have crystallized the confusion that can arise in a jockey's mind when he is faced with abiding by the requirements of rule 151, which tells him to obtain the best possible placing, thereby keeping faith with the punters, and on the other, obeying the rule 153 about improper riding, which instructs him to maintain a strict awareness of the public image of racing.

For instance, if Brown had not sent Rhyme 'N' Reason vigorously about his business at the Pond Fence last Saturday, the 11-8 favourite might well have disappointed his thousands of backers.

Aware that the current rules need greater clarification the disciplinary committee of the Jockey Club intend to issue a guideline to jockeys, trainers and local stewards.

Talking about the issue, Major Peter Stevency, the senior stipendiary steward, said yesterday: "It must be understood that Scudamore was not fined for failing to use his whip, but for apparently not making sufficient effort to get his mount, which had been well backed, into the race at any stage. His integrity was not in doubt."

Then, commenting on the question of misuse of the whip, Major Stevency continued: "The increasing contentious use of the whip needs to be examined with the following interest groups in mind:

- 1) The general public — often expressed as the image of racing.
- 2) The betting public, which is encouraged to believe that every horse is running on its merit — especially if they've backed it.
- 3) The professionals — that is to say, stewards, owners, trainers, jockeys and the racing press; all these for obvious reasons.

Major Stevency continued: "The whole question of the use of the whip is complicated, but adherence to the basic guidelines should ensure that the whip is used for impulsion rather than punishment."

Official figures

Jockey Club figures for the last two years show that fines for improper use of the whip are incurred at the rate of more than one a week.

The official statistics are: 1986: one suspended, 57 fined, eight cautioned. 1987: one suspended, 58 fined, 17 cautioned.

The fact that the number of cautions went up substantially last year is an indication of the increased awareness of local stewards.

The two jockeys suspended were Dai Williams for two days at Southwell on May 5, 1986 and Paul Eddery for seven days at Haydock on October 2, 1987.

"It must be used (a) in the correct places — either on the quarters or on the shoulder, with hands still on the reins — (b) in rhythm with the horse's stride and (c) as an aid to keep a horse running straight."

"Now we come to misuse. The local stewards have to consider the problem about taking action where misuse has occurred. For example, a panel of Flat stewards do not like to see a two-year-old given an unnecessarily hard introduction, which might sour it for good."

"On the other hand, a panel of jumping stewards have the experience to

recognize when an old chaser needs some fairly sharp reminders to sharpen its concentration if it is jumping sloppily in the course of a race.

"These are obviously entirely different situations and therefore no specific rules as to the number of strokes of the whip employed by the jockey can be defined exactly. It all depends on what offends the eye."

The Jockey Club intends to hold a series of seminars for stewards in the coming months with this in mind. Major Stevency believes that the Jockey Club should also endeavour to bring trainers and jockeys into the consultations.

Talking from a personal viewpoint, Major Stevency said: "I have discussed some of the points which concern him."

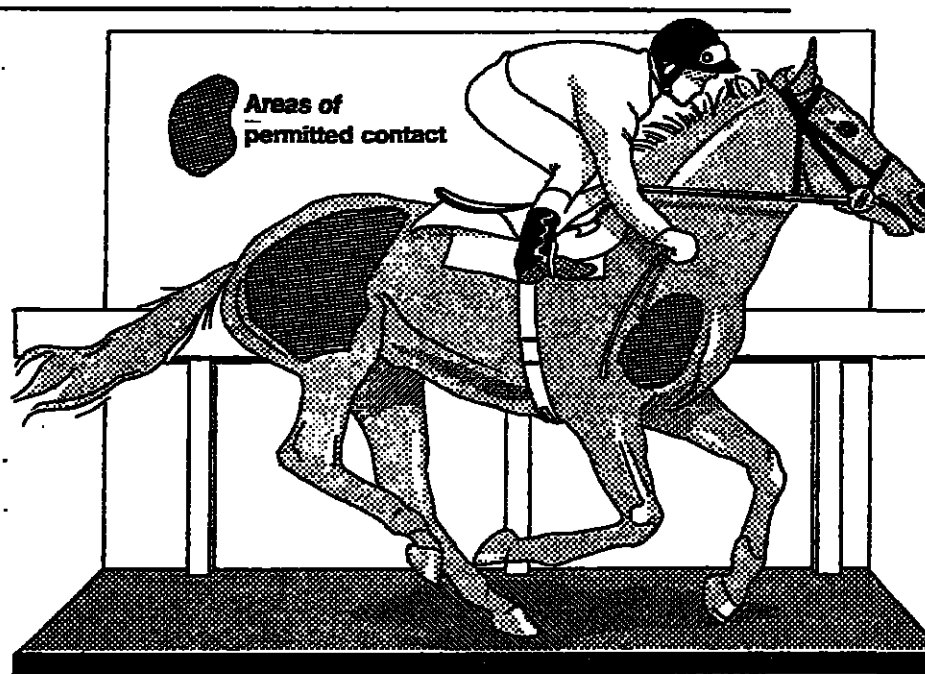
"Firstly, communication with the jockeys and trainers as to what the Jockey Club expect of them is vital. Unless the public at large can be reassured that horses are not being abused, then pressure might be exerted to ban or emasculate the whips effectiveness as in Scandinavia."

Besides being senior stipendiary, Major Stevency can also call upon a lifetime of practical riding experience, which culminated in three years' study of competitive and classical equitation at the French Cavalry School at Saumur. He also hunts and has ridden successfully in point-to-point.

"I fully appreciate that the whip, used correctly as an aid to impulsion, remains an essential part of the rider's skills. And, in the hands of the experts, adds immeasurably to the artistry of racing."

"No better experts than John Hlop and Joe Mercer come to mind and their experience and expertise is being called upon by the Jockey Club to help get the message across."

"Finally, another benefit from the seminars should be greater uniformity in maintaining discipline where misuse has occurred and also in explaining the progressive scale of penalties, which the Jockey Club requires local stewards to impose."



The shaded areas of the above illustration indicate the parts of the horse with which jockeys are allowed to make contact with the whip (Phil McLennan writes).

The subject is not directly referred to in the Rules of Racing but is covered by rule 153 (i) which states: "The rider of any horse, in the opinion of the stewards or the stewards of the Jockey Club, has been guilty of reckless, careless or improper riding, or has intentionally caused interference in any part of a race, shall be guilty of an offence."

However, detailed guidance on the offences punishable under the above rule is given under section 129 of the Jockey Club's Rules of Racing under the heading: "Whips, Improper Use Of."

In this section the Jockey Club stewards list five examples of improper use of the whip which include: "Hitting horses other than down the shoulders or on the quarters, except in very exceptional circumstances."

Such circumstances are referred to in John Hlop's booklet, *The Proper and Improper Use of the Whip in Race Riding*, a copy of which is also issued to all riders when they are granted a licence.

In the section on accepted principles for proper use of the whip, Hlop says: "Save in exceptional circumstances, such as a horse attempting to savage another or a jockey, a horse should never be hit anywhere other than behind the hip-bone or down the shoulder."

But we will not shrink our responsibility either," he said. "If I believe a jockey has behaved badly I will have no hesitation telling him to put his house in order."

Jockeys condemn whip abuse

By George Rae

The Jockeys' Association, which represents the professional riders in Britain, has had no official complaints from its members regarding the stewards' application of the rules governing the use of the whip, secretary Jack Brooks said yesterday.

"If we considered the rules unfair or that something was going wrong, we would work to correct it," Brooks said. "But that has not been the case. Nobody has asked me to take up the matter with the Jockey Club, although obviously there will be

some jockeys who disagree with stewards' decisions regardless of whether they are right or wrong. Equally there are very few jockeys who will immediately admit to being in the wrong."

"It is not in the interests of racing, and certainly not of our members, to condone any misuse of the whip," he went on. "There are occasional abuses but no jockey with the interests of his profession at heart would excuse them. In the final analysis our aim must be to protect the welfare of the horse."

As Brooks points out, the racecourse veterinary staff have an important role to play in the detection of possible abuse. "If the stewards find there has been any indication of misuse of the whip they have only to ask the vets to examine the horse and ascertain whether that in fact has been the case," he said.

"But we will not shrink our responsibility either," he said. "If I believe a jockey has behaved badly I will have no hesitation telling him to put his house in order."

Handy Trick can initiate double for Stephenson

By Michael Phillips

Arthur Stephenson, the Bishop Auckland trainer who surprised the racing world last March when he preferred to go racing at Hexham on the very day that he won the Cheltenham Gold Cup with The Thinker, should be in his element at Kelso today when he expects him to land a double with Handy Trick (12.45) and Gowan House (2.45).

While conceding that the prolific course winner Little Frenchman would be hard to beat in the Stewart Wight Memorial Handicap Chase at his best, I still feel that Handy Trick, who is less than his age, represents the day's best bet.

The winner of similar races at Wetherby, Newcastle and Ayr already this season, Handy Trick is fully entitled to carry top weight this afternoon.

When faced with a similar task at Wetherby, though, he could finish only third beaten four lengths and the same by Mick's Star and Whats What.

It is my contention that he was far from disgraced that day because he was trying to give the stone a stone to two pretty decent horses. Looking down today's handicap, I can find nothing approaching their calibre.

Gowan House is also saddled with top weight for the Duns Handicap Chase. However, as the easy win recorded by Richards Bay at Hexham in December appears to have been a flash in the pan, he too should oblige.

Stable companion Sid McQuaid should go well in the Bet With The Tote Novices' Chase. Qualifier but preference is for the ex-Irish seven-year-old Fear Trix who was infinitely his superior over hurdles.

Like Dark Ivy, who was killed

in such tragic circumstances in last year's Grand National, Fear Trix spent his formative years in the care of Bunty Cox in Ireland.

And like Dark Ivy he is owned by Mrs Stewart Cathewood who sends her horses to be trained by Gordon Richards at Pentlands over their opportunities become limited in Ireland.

This looks a golden opportunity for a horse of Fear Trix's class to assert himself even though he has never raced over fences before.

Following that commendable run behind the unbeaten Aston Express at Ayr 11 days ago, Fear Trix is taken to win the first division of the McLean Travel Novices' Hurdle.

The second division can go to Meenra who since South Sunrise was clearly flattered at Bangor last month when only three lengths behind Cone Above the dust of winning over of a hack center that day.

In contrast Meenra, who won at Uttoxeter earlier in the season, was far from disgraced in a handicap at Wetherby last time when he finished fourth behind what Kirby, who was the medium of a successful gamble for Barney Curley.

Smable can initiate a double for Kirbymoorside trainer Donald Alder by winning the Granthamshire Conditional Jockeys' Handicap Hurdle.

At the end of the programme, Solihull's Chelms looks a good bet to win the second division of the January Bumper National Hunt Flat race.

Today's meeting at Plumpton was abandoned yesterday because of weathering, but no problems are reported from Kelso, nor from tomorrow's Wincanton and Southwell fixtures.

Sea Merchant is put down

Sea Merchant, the winner of 20 races and £72,000 in prize money, has been put down. The 11-year-old, trained by Arthur Stephenson, was found to have suffered a serious leg injury — later diagnosed as a dislocated tendon — when third to Peartymann at Wetherby in December.

"We brought him home but after having vets round to look at him we had to accept there was no hope," a stable spokeswoman said yesterday.

Festival target for Pipe chaser

The Sun Alliance Chase at the Cheltenham Festival is seen as the objective for Sporting Machines' after the six-year-old had preserved his unbeaten record over fences in impressive style at Newton Abbot yesterday.

Peter Scudamore and Martin Pipe, the combination who won the Sun Alliance with Sporting Machines, initiated a double with Wingspan. Another trainer to record a double was Kevin Bishop, on the mark with Redgrave Devil and Easter Carnival.

Results from Newton Abbot

Going: heavy
1.30 (2m 100yd) 1. WINGSPAN (P. Scudamore) 2. Broomfield (P. Scudamore) 3. Broomfield (P. Scudamore) 4. Broomfield (P. Scudamore) 5. Broomfield (P. Scudamore) 6. Broomfield (P. Scudamore) 7. Broomfield (P. Scudamore) 8. Broomfield (P. Scudamore) 9. Broomfield (P. Scudamore) 10. Broomfield (P. Scudamore) 11. Broomfield (P. Scudamore) 12. Broomfield (P. Scudamore) 13. Broomfield (P. Scudamore) 14. Broomfield (P. Scudamore) 15. Broomfield (P. Scudamore) 16. Broomfield (P. Scudamore) 17. Broomfield (P. Scudamore) 18. Broomfield (P. Scudamore) 19. Broomfield (P. Scudamore) 20. Broomfield (P. Scudamore) 21. Broomfield (P. Scudamore) 22. Broomfield (P. Scudamore) 23. Broomfield (P. Scudamore) 24. Broomfield (P. Scudamore) 25. Broomfield (P. Scudamore) 26. Broomfield (P. Scudamore) 27. Broomfield (P. Scudamore) 28. Broomfield (P. Scudamore) 29. Broomfield (P. Scudamore) 30. Broomfield (P. Scudamore) 31. Broomfield (P. Scudamore) 32. Broomfield (P. Scudamore) 33. Broomfield (P. Scudamore) 34. 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Efforts for an amicable truce in the Faisalabad Test foundered on the Pakistan captain's words to umpire Shakoor

How a peaceful solution was averted



England's cricketers were already deeply unhappy when the second Test against Pakistan began in Faisalabad on December 7. Incidents in the first Test in Lahore had led their captain, Mike Gatting, to criticize publicly the standard of umpiring. The scene was set for the dispute between Gatting and umpire Shakoor Rana which was to become known as the Faisalabad Incident. On the second day of a three-part investigation, ALAN LEE, Cricket Correspondent of *The Times*, who has gone behind the scenes to reconstruct the events of a fateful tour, names Javed Miandad, the Pakistan captain, as the man who talked Shakoor out of an early apology, while senior members of the Pakistan Cricket Board emerge with little credit. He also reveals that the England team was prepared to pull out of the tour in support of Gatting until a senior player came up with a compromise to save the day.



The turning point Miandad (centre) argues that Shakoor (left) should not apologize. Watching, in this scene recreated by Stan Francis, are Hasib (centre left), Lush (centre right) and Micky Stewart

Miandad's words fanned the flames

Javed Miandad, the Pakistan captain, was present at the crucial meeting in the umpire's room at Faisalabad, where everyone was ostensibly striving to bring the factions together and effect a resumption to the cricket. Miandad, however, while an undeniably glorious batsman, has a less appealing side to his nature which surfaced here in a thoroughly meddlesome manner. The umpire, Shakoor

Rana, had made his indignant public stand and the signs are that he was, after some persuasion, willing to trade apologies with Mike Gatting and allow the game to continue. Peter Lush, the England manager, and Ijaz Butt, the secretary of the Pakistan Board, were on hand to help draft such apologies, while Hasib Ahsan, the Pakistan manager, hovered in the background.

It was now that Miandad intervened. With Pakistan one-up in the series, yet in deep trouble in this second Test, he set about convincing the impressionable Shakoor that he would be sacrificing his honor and that of his country, if he apologized. Rana listened and approved. The stalemate was restored, resumption of the game was delayed and Pakistan probably avoided losing the Test. Lush, so close to a solution

which would have preserved the dignity of his captain, left the meeting in an angry mood. He telephoned the bad news to Lord's, where the full Test and County Cricket Board was debating the affair, then hurriedly left for Lahore in an attempt to meet the president of the Pakistan Board, General Sadiq Butt. He was out of luck: the General had left word that he was visiting a sick friend in hospital.

The Faisalabad furore is said to have revolved around what said what in the confrontations between Mike Gatting and Shakoor Rana. There is evidence that this should actually be modified to who heard what.

Our investigations indicate that it is highly unlikely Shakoor was privy to Gatting's notorious "one rule for one, one rule for another" remark, heard by millions of television viewers in Pakistan and England. It is also possible that Gatting himself did not hear any swear words muttered by the umpire during their later shouting match.

When Shakoor moved down the pitch, early in the afternoon of the second day, to break up what he considered an acrimonious conversation between Ijaz Ahmed, the Pakistani batsman, and England's close fielder, Bill Athey, Gatting reacted resentfully. The television camera angle made it appear that he was shouting at Shakoor from slip; it looked and sounded reprehensible. In fact, the words were only mumbled and although they were picked up and transmitted by the insidious television microphone at the base of the stumps, Shakoor was all of 15 yards away and almost certainly oblivious.

Uneasy truce existed until, in the closing minutes of the day, Shakoor accused Gatting of malpractice in allegedly moving a fielder. David Capel, without informing the batsman, Gatting was soon eyeball-to-eyeball with the umpire, exchanging hostile views. Shakoor says Gatting abused him; Gatting has maintained that the umpire initiated the swearing.

The crucial moment, however, was when the pair briefly parted, in the style of duellists, before turning at 10 paces to continue their dialogue. It has transpired that Shakoor's infamous expletives, in which he accused Gatting of cheating, were muttered as he turned away. The closest fielders, Capel and Athey, claim to have heard them, but did Gatting? If not, what provoked him to restart the argument?

Most cricket followers were astonished by Gatting's behaviour. They regarded it as totally out of character. His country team colleagues in Middlesex were less surprised. They have lived at close quarters with a captain who is more emotional, sometimes more aggressive, than his public image reveals.

Middlesex players recall more than one occasion when Gatting has lost his

temper on the field, usually riled by the eccentric Phil Edmonds, who has now left the county. They also remember a championship match with Surrey two years ago which Middlesex, set a target Gatting considered unreasonable, lost through some cavalier batting. Gatting was almost tearful in his anger and told some of his players he was resigning over the fiasco. He was later talked out of it.

It took the England players a considerable time to appreciate the magnitude of what had occurred. We know this because John Embury, the vice-captain, was off the field at the time, resting a

from Gatting, who was seeking another in return. Indications are that this chivalrous solution was close to completion, apologies drafted, when Javed Miandad, the Pakistan captain, interfered.

In a meeting with Shakoor, in front of the England management team of Peter Lush and Micky Stewart and the Pakistan manager, Hasib Ahsan, Miandad insisted that Rana would be doing a disservice to the honour of his country if he apologized.

There are cricketers, of all nationalities, who share uniform views on Miandad. As a moralizer, they will tell you, he makes a pretty convincing hypocrite. He is, according to many, a thoroughly unpopular player. Yet Shakoor, it appears, acted on his words. One wonders if Miandad's cosy advice would have been a shade different if Pakistan, not England, had been on top in the Test, yet behind in the series.

To England's players, marooned in their dressing room, it was now becoming a matter of ever-hardening principles. In embittered conversations, they expressed a feeling that the Pakistan authorities would have exerted themselves to ensure the umpire took the field if the state of play had been different. They decided, among themselves, that their captain should not back down, even though Gatting himself was contrite about what he now knew was an irrational outburst. The players came to realize that if there was no agreement, the tour would inevitably be abandoned. Privately, within their own siege quarters, they hoped that this would happen. They had all suffered enough duplicity and were quite happy at the prospect of flying home.

By curious coincidence, December 9, the day the Faisalabad Test came to a standstill, was also the day that the hierarchy of the English game gathered in London. The full Test and County Cricket Board (TCCB) was due to meet the following day but the Board's delegates, mostly county club chairmen and secretaries, arrived on December 9 for their traditional dinner at the Oval. Most of them booked into the Westmoreland Hotel, opposite Lord's, and when they met informally, there was only one topic of conversation.

Alan Smith, the chief executive of the TCCB, had been in regular contact with Peter Lush in Pakistan; Smith had briefed the Board chairman, Raman

Subba Row, who had, in turn, updated the Cricket Council at their scheduled meeting that afternoon. Isolated voices on the Council (an amalgam of the game's governing bodies) suggested the team should be brought home but the great majority believed that the tour must go on.

Subba Row, a public relations executive, returned to his City office to find upwards of 30 messages, chiefly from media reporters. He simply had no time to answer them. That evening, he hosted the TCCB delegates' dinner and again, there were a few who were convinced the tour should end. Rather more, however, were alarmed and dismayed by the behaviour of England players which they had witnessed on television.

It was midnight when Subba Row returned to his room at the Westmoreland. It was 4 a.m. by the time he finally put down his telephone. In that time he had spoken twice to Lush and twice with General Sadiq Butt, the president of the Board of Control for Cricket in Pakistan. He had told the General that the affair was an embarrassment and that he must resolve it "fairly and equitably", preferably with a public handshake. At 3.30 a.m. he was woken from his brief sleep by a call from Ijaz Butt, the secretary of the Pakistan Board, confirming that "things will be sorted out." Subba Row, relieved, walked across to Lord's and reported the news to Smith before briefing the Board delegates when they convened at 10.30 a.m.

An hour later, Smith was summoned

from the meeting to take a telephone call from Lush, reporting that the proposed, amicable solution had been sabotaged. Further calls followed and, in the afternoon, the Board discussed the latest position. One county, in particular, expressed outrage at the instances of English dissent. All were unanimous in deploring cause and effect and Subba Row received a precise mandate: the match must be re-started, even if Gatting had to eat humble pie — and if the trouble did not cease, both Smith and Subba Row should fly out to mediate.

Subba Row, though privately resigned to making the journey, was anxious that the management team on the spot should be given as long as possible to resolve the dispute before their authority was effectively usurped. Accordingly, it was agreed that Smith should "fudge" the Press conference which followed the meeting, skirting the relevant decision. At 4.15 p.m., Smith telephoned Faisalabad to inform Lush of the verdict. Lush was furious. Subba Row then spoke to Gatting, who said he felt totally let down. He would apologize, he said, only if he also made it plain he was being ordered to do so. The conversation was far from friendly.

There can seldom have been an occasion in sporting history when a touring team has been so mutinously angry over a directive from its employers. As Gatting considered his options, his players grooped solidly behind him. There was a meeting on the evening of the official rest day, December 10, at which a vote was taken on the course of action if Gatting should be forced to apologize: the verdict was unanimously

against playing on. The meeting, held in the team room at the Serena Hotel, was extremely heated. Many players vowed they would never return to Pakistan.

By the following morning, when Gatting had received his order and no other solution had presented itself, the team was becoming split. A majority wanted the game to go on but were adamant that Gatting should not apologize.

The result of this would have been continued stalemate. Gatting himself, while deeply hurt and subdued, was prepared to obey orders because he did not want the younger players to put their careers at risk in his defence.

It was Graham Gooch who proposed the compromise. To surmount the growing division within the team and satisfy the demands of the TCCB, he suggested that Gatting's apology and the resumption of the game should be accompanied by a strongly-worded statement from the team expressing resentment of the stance taken back in London and explaining their own view of the affair. The idea caught on. Without question, it saved the tour. It was an unprecedented act of defiance, utterly in breach of the players' contracts, but it satisfied their bitterness and prevented the possibility of an outright refusal to play, the consequences of which would have been unthinkable.

TOMORROW

Why the tour had to go on and the mystery of the umpire's missing apology.

Testing times continue for England



Hadlee: still ambitious at 36

By Alan Lee
Cricket Correspondent

Under normal circumstances, if anyone in cricket can remember what that means, England's players would doubtless be verging on the jumpy as they boarded today's flight from Heathrow to Christchurch. The ordeal that Pakistan is over and New Zealand is not without its attractions during an English winter.

For Mike Gatting, however, nothing has been remotely normal in recent weeks. His own ranking resentments over the events in Pakistan will mix potentially with an awareness of official probation and ensure that the England captaincy carries more than its usual share of cares and responsibility. The other players will not escape the unsettling suspicion that their every move is being monitored by a critical jury.

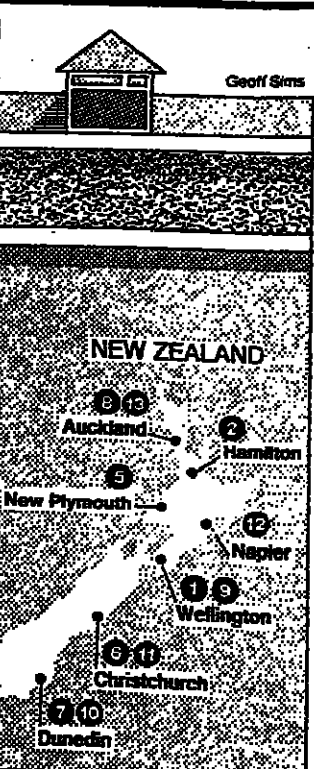
If such tension concentrates the mind, all well and good. If it acts as a distraction, England will be in trouble because, in a two-month period, they face four Test matches which, with their current form and personnel, they can hardly be fancied to win.

England under Gatting have a remarkably poor record in Test cricket. This is worth emphasizing because it seems that the public, at least those not utterly devoted to the game, remain blissfully oblivious. They still remember last winter's clean sweep of honours in Australia and assume we have a formidable fighting unit, which could scarcely be farther from the truth.

Since Australia, England have lost two Test series against Pakistan and, for all the peripheral scandal, they were undeniably second best on both occasions. In the same period, however, England's record in one-day cricket has been excellent and it is this which is confusing the layman. Gatting's captaincy record is oddly unbalanced — he has won 21 one-day international matches out of 29, yet only two matches out of 18 in the Test arena which, he would admit, is still vastly more important.

His first opportunity to improve this melancholy statistic comes later this month, when operations in New Zealand are interrupted for the biennial Test against Australia. The venue is Sydney, which is bad news for England. Even in their darkest times, Australia have made a habit of winning on this ground and they did so last January, an isolated scar on Gatting's winter of content. The Sydney game, and the one-day international in Melbourne, will be surrounded by glamour and reminiscences, but for England the most telling period follows — a compacted three-Test series against New Zealand, who may be short on depth, but who can never be taken lightly while the mercilessly ambitious Richard Hadlee and Martin Crowe are in their ranks.

Sadly, Ian Botham will not be around to contest the leadership of the Test match bowlers' table with Hadlee. David Gower and Graham Gooch are also absent. The batting, as must be evident, consequently wears an uncomfortably suspect look and there is urgent need for either Moxon or Fairbrother, preferably both, to prove themselves genuine international players.



ENGLAND AND NEW ZEALAND TEST AVERAGES

England — Batting and fielding									
	M	I	NO	Runs	HS	100	50	Avg	CV%
C.W.J. Athey	30	36	1	814	162	4	22	22.25	19
B.C. Broad	17	21	2	1165	162	4	40	40.17	7
D.J. Capel	4	8	0	206	98	—	—	22.75	—
P.A.J. DeFreitas	7	10	0	128	40	—	—	14.08	—
G.R. Dillie	31	44	15	361	66	—	—	21.34	9
J.E. Embury	49	74	17	1234	75	—	—	21.64	28
N.A. Foster	2	3	0	4	3	—	—	1.33	1
M.N. French	21	31	3	258	39	—	—	9.28	4
M.W. Gatting	12	17	4	239	59	—	—	18.30	29/1
E.E. Hemmings	61	105	13	3681	207	9	18	36.98	98
M.D. Moxon	3	6	0	134	74	—	—	12.33	4
N.V. Radford	2	3	1	12	12	—	—	6.00	1
C.J. Richardson	8	9	3	272	133	—	—	30.22	1
R.T. Robinson	23	40	4	1367	175	4	4	43.97	17/1

New Zealand — Batting and fielding									
	M	I	NO	Runs	HS	100	50	Avg	CV%
J.G. Bracewell	27	40	9	657	110	1	2	22.19	22
E.J. Chatfield	35	44	28	150	21	—	—	10.02	6
J.J. Crowe	33	55	4	1401	128	3	6	27.47	36
M.C. Crowe	39	65	6	2538	188	8	9	43.35	44
E.J. Gray	9	14	0	245	50	—	—	17.50	5
R.J. Hadlee	73	117	17	2733	151	2	13	23.23	36
P.A. Horne	3	5	0	59	27	—	—	11.80	1
A.H. Jones	4	7	0	361	150	—	—	15.17	2
D.K. Morrison	3	4	0	3	2	—	—	0.50	—
D.N. Patai	6	12	0	295	62	—	—	12.28	2
K.R. Rutherford	28	2	0	153	65	—	—	13.72	4
I.D. Smith	40	55	11	548	113	1	2	21.47	19/7
M.C. Snedden	14	15	3	182	32	—	—	13.50	2
J.G. Wright	55	98	4	3122	141	6	14	33.21	28

Bowling									
	Balls	Runs	W	BB	St 10m	Avg	CV%	CV%	CV%
B.C. Broad	186	128	4	0	—	123.00	—	—	—
P.A.J. DeFreitas	1239	652	16	5-98	1	40.75	—	—	—
G.R. Dillie	8043	3074	100	6-154	3	30.74	—	—	—
J.E. Embury	11812	4105	122	7-78	33	33.65	—	—	—
N.A. Foster	4111	1923	60	6-107	4	32.05	—	—	—
M.W. Gatting	614	256	2	1-14	—	128.00	—	—	—
E.E. Hemmings	1819	1013	13	3-48	1	40.64	—	—	—
M.D. Moxon	36	27	0	—	—	73.00	—	—	—
N.V. Radford	378	219	3	2-131	—	—	—	—	—
R.T. Robinson	2313	1145	20	5-30	—	—	—	—	—

● P.W. Jarvis has not played Test cricket.

● Compiled by Richard Lushwood

GROUP ONE

West Germany
Italy
Denmark
Spain

GROUP TWO

England
Ireland
Netherlands
Soviet Union

FIXTURES

JUNE 10: Group one: West Germany v Italy (Düsseldorf).
JUNE 11: Group one: Denmark v Spain (Hamburg).
JUNE 12: Group two: England v Republic of Ireland (Stuttgart).
JUNE 13: Group one: West Germany v Spain (Frankfurt).
JUNE 14: Group one: West Germany v Netherlands (Düsseldorf).
JUNE 15: Group two: England v Netherlands (Düsseldorf).
JUNE 16: Group two: England v Soviet Union (Frankfurt).
JUNE 17: Group one: West Germany v Spain (Munich).
JUNE 18: Group two: England v Soviet Union (Frankfurt).
JUNE 19: Group two: England v Netherlands (Düsseldorf).
JUNE 20: Group two: England v Soviet Union (Frankfurt).
JUNE 21: Semi-final: Winner Group One v Runner-up Group Two (Hamburg).
JUNE 22: Semi-final: Runner-up Group One v Winner Group Two (Stuttgart).
JUNE 23: Final (Munich).

England's draw strewn with pitfalls

From Stuart Jones
Football Correspondent
Düsseldorf

The draw for the finals of the European championship would seem, at first glance, to have been balanced in favour of England. During yesterday's protracted ceremony here, they were joined in group two by the Republic of Ireland, The Netherlands and the Soviet Union. Yet appearances can be deceptive.

Although England are expected to reach the semi-finals in June, there are undisputed trip-wires lying across their path. Bobby Robson himself can see them and, justifiably, he refused to acknowledge that the West German hosts had been given a more dangerous route to the last four.

The dangers are not confined merely to the activities on the pitch. Jacques Georges, the president of UEFA, has indicated that if England's supporters disturb the peace of the finals, the European ban on domestic clubs may not be lifted "for a very long time."

The greatest fear surrounds the possible clash between the followers of England and The Netherlands, who are equally troublesome, not

only in West Germany, but more immediately at Wembley in two months. Georges suggests that the crowd behaviour at the forthcoming friendly match will also be closely watched.

England will start against the outsiders in Stuttgart. For anyone else in the field, such an opening would be laced with optimism but the Irish, even though they will be without the suspended Brady, could not have wished for a more glorious fixture to mark their international finals debut.

Never before have they competed on a global or European stage and the prospect of stepping out to face England filled their representatives with a "mistakeable" enthusiasm. "Remember we have the backbone of Liverpool, one of the best club sides in the world," Charles Walsh, their treasurer, announced.

The occasion will be especially poignant for Jack Charlton, the Republic's manager. A central defender in the England team that won the World Cup in 1966, he will be planning to block the nation's attempt to capture their second international crown.

"There is no question of divided loyalties," he said. "My priorities

lie with the Republic. If we did beat England, of course I would have a moment of regret, but I think we have a good chance of qualifying for the semi-finals. At 33 to 1, I might put a few bob on us."

England beat the Irish at Wembley three years ago, but the margin was uncomfortably narrow, 2-1, and Robson appreciates that "they will be very excited about coming over here. It is a new experience for them and, if we relax, they are sure to benefit from that."

The talents of the Dutch are more evident, more sophisticated and more threatening. Although Rinus Michels, their manager, believes that England are "on an upward trend," the convincing of his own squad is so convincing that opponents are being made to feel the dazzling team of the early Seventies.

The tie here on June 15 is almost certain to influence the outcome of the group. England will have to contain van Basten as well as the outrageously gifted Gullit. In Robson's opinion, he is now competing with Maradona as the best player in the world.

He added that the forward who strikingly resembles a member of a

reggae band "is bright off the pitch as well as on it. The Dutch are emerging as a very strong footballing nation again after being in something of a void. They are very promising."

Yet neither he nor Michels was prepared to withdraw from the psychological warfare that will be waged at Wembley in March. Both bravely agreed that the practice game will be so different in nature to the competitive match three months later that "there is no point in calling it off."

Robson, through the inadvertent assistance of the West Germans, has been provided with a welcome opportunity to study the Soviets as well. They have entered the Berlin tournament, to be held over Easter, which also features Argentina and Sweden, England's initial opponents in the World Cup qualifying competition.

The spying mission will also save him from making a lengthy journey to the other side of the continent. He needs to refresh his memory, too. Although he recalls that England broke the Soviets' extensive unbeaten home record two years ago, "they are always dark horses."

"They are difficult to beat, defensively well organized and when they produce the odd individual, as they have done recently, they can be particularly strong."

"People might say that our group is easier, but look what happened in the last World Cup finals in Mexico. I thought we were going to murder Portugal in our first game, but we lost. We could make extravagant claims but all that would do is stir up the opposition. Anyway, I don't think there is anything to choose between the two sets of teams."

The other group, in which Denmark and Spain are considered firm outsiders, will open with "a classic" fixture that will also inaugurate the tournament itself, which will be stretched across 15 days and eight venues. West Germany, the favourites and the runners-up in Mexico, are to meet Italy, the world champions in 1982.

It could be a thunderous collision; it should contain activity of the highest calibre; it is likely to set a rich and colourful standard that will probably be maintained through to the final on June 25, as long as the wretched hooligans are not allowed to intervene.

END COLUMN

Tennis faces a break of service

By David Miller
Chief Sports Correspondent

The announcement yesterday by North Korea that it will not accept the invitation of the International Olympic Committee (IOC) to take part in the Seoul Games — the last squeak of a mouse trying to intimidate the elephant — was predictable: and, equally predictable, should have no bearing on the outcome, successful or otherwise, of South Korea's September showpiece.

This is not to say there will be no difficulties. Domestic social unrest and even further student riots, seeking electoral changes, may break out again during the months prior to the Games, especially during the February elections, but they are likely to be as swiftly subdued as were those following the recent presidential voting.

Much more ominous, in my opinion, is the mounting opposition by anti-apartheid groups, not just within Africa, to the inclusion of these tennis players who participated in the South African championships at Johannesburg in November. It is no exaggeration to forecast that this issue could break the 1988 Olympic Games as surely as the sanctions controversy tore apart the 1986 Commonwealth Games in Edinburgh.

Unless Philippe Chatrier, who will be urgently discussing the controversy with the men's and women's councils of the International Tennis Federation (ITF) during the current Australian championships in Melbourne, now quickly grasps the nettle, he may find that his cherished ambition to restore tennis to the Games has horribly backfired.

Following a conference in Harare in November of the United Nations, the Association of African National Olympic Committees and the Supreme Council for Sport in

Britain's best must stay with the rest

Britain's leading competitors have been stopped from living outside the team village at the winter Olympics in Calgary or the summer Games in Seoul.

Charles Palmer, chairman of the British Olympic Association, said yesterday: "Any-one not prepared to accept this policy can stay at home. We don't want stars and their agents in hotels. It creates disharmony and disharmony among the rest of the team."

Africa, attended by IOC representatives, the ITF was formally warned that if it did not consider the elimination of South Africa from future Grand Prix circuits, there would be Olympic problems. Air Commodore Bayo Lawal, who has succeeded Chief Abraham Ordia as president of the Supreme Council, said: "Africa is monitoring South Africa's preparations. You will get total African support, provided countries with the slightest sporting links with South Africa are not invited." The inference is unmistakable.

Sam Ramsamy, of the South African Non-Racial Olympic Committee (SANROC), said in London yesterday: "Tennis has undoubtedly caused provocation. How much it can be defused will depend on the ITF."

A source within the IOC suggested yesterday that if the future inclusion of the South African tournament was not withdrawn, the ITF might still wriggle off the hook by persuading the national Olympic committees of those players who competed in Johannesburg not to select them. That would be totally contrary to the intended concept.

With a record number of acceptances having been received for the Games, Chatrier now has to play the most difficult hand of his administrative career, with not a trump in it.

As for North Korea, they continue with imprecise statements about leaving the door still open for discussions between the North and South governments on shared sporting. That feasibility long ago passed the administrative cut-off point. As I have previously suggested, it is unlikely that the North Koreans ever had any serious intention either of taking part in Seoul, or of joint hosting. Neither was really a practical possibility considering the physical relationship between the two countries at the border.

North Korea merely wanted to keep their hat in the ring for appearances' sake. Now even their political allies, having decided to accept the invitation, have embarrassingly trampled upon it.

Moynihan calls for better club security

England's football clubs must concentrate on making grounds safer, the Minister for Sport, Colin Moynihan, said yesterday. He said that hooligans must be stopped if the clubs are to be successful in applying for re-admission to European competitions.

Moynihan, who is studying reports of disturbances at Highbury on Saturday when Arsenal played Millwall in the FA Cup, said: "The objective must be to make grounds safe and so deter hooligans."

Every incident that takes place at a football ground in England — at any ground in any division — is a step backwards.

"In the campaign to have English clubs re-admitted to Europe we must prove that the measures so widely discussed are not only being introduced but are working."

Closed-circuit television was a priority in helping to identify hooligans when trouble began. But there were other measures that were also needed relating to the position of the turnstiles, segregation of crowds, generally improved facilities at the grounds and club membership schemes.

Moynihan said that many of the clubs which spent vast amounts on players were among those who had taken the most trouble to make their grounds safe. Progress had been made, particularly in the first and second divisions, but much remained to be done in the lower divisions.

"In my discussions with the European authorities I find they are looking not just at clubs likely to qualify for European competition. They are looking at the whole League," Moynihan added.

Harvey forced into defensive shuffle by Ratcliffe's injury

By Ian Ross

Colin Harvey, the Everton manager, is faced with two selection dilemmas before he names the side to face Sheffield Wednesday in tonight's third round replay at Goodison Park.

Having lost the services of Ratcliffe with a groin injury sustained during Saturday's draw at Hillsborough, he must decide who to draft in as part of a defensive reshuffle. Van den Hauwe will partner Watson in the centre, but there is doubt about his replacement at full-back. Stevens can play on either left or right, which leaves Harper and Pointon disputing the vacant role.

Harvey must also decide who will partner Sharp in attack. Clarke won the vote ahead of Heath at the weekend, but there seems every likelihood of a reversal tonight.

"It is very disappointing to lose Ratcliffe because he has had a marvellous season for us so far. We will miss his leadership and experience. Van den Hauwe is the best

man to play in the centre as he filled that position for several months not so long ago, but I still have decisions to make both at the front and back," Harvey said.

Mountfield, who would have been Ratcliffe's natural replacement, is unlikely to be fit for at least another six weeks after undergoing surgery on a damaged knee. "It is unfortunate for Derek, because he has been waiting patiently all season and now he finds that when one of our defenders is injured, he is also," Harvey added.

A Reid goal seven minutes from the end of Saturday's game guaranteed Everton a second bite of the cherry, but Harvey was swift to dismiss claims that his side had already rubber-stamped their passport through into the competition's next round by securing a replay.

"Sheffield Wednesday are a side tailor-made for cup ties because they work so hard. The message to my players will be a simple one — it is not

lem. At that stage it was simply a case of throwing men forward and perhaps taking a few risks at the back. We are still going for the three major trophies, so every game is important," he added.

Howard Wilkinson, the Wednesday manager, has added Owen to his squad after he was given the all-clear to resume playing following a kidney infection.

"Our last two performances against Everton have been our most effective in my time at the club with the exception of the 1986 FA Cup semi-final, which went to extra time. We are now playing as well as ever. I was always convinced that our form would improve when our injury problems cleared up," he said.

"The idea with a home game in a cup competition is obviously to win. If you are drawn away you are delighted to get a replay, but we are confident of reversing that formula at Goodison Park," he added.

Northwich City refuse to say whether Robert Fleck, their 250,000 signing, will be recalled for tonight's replay against Swindon. Fleck stayed on the substitutes' bench when the teams drew 0-0 at the County Ground on Saturday, and David Williams, the Norwich player-coach, refused to be drawn on whether Fleck would return for the replay.

over yet. We have played Wednesday twice in the last nine days so we know just how hard it is going to be," he said.

Harrison makes a flying start

By Clive White

Steve Harrison, the Aston Villa coach, agreed to replace Dave Bassett as the Watford manager last night during a 25-minute flight by private jet from London to Hull where Watford were involved in an FA Cup third round replay.

"It was a good job because there was no way anyone could walk out on the negotiations," Harrison said.

Elton John, who finalized Harrison's three-and-a-half year contract during the journey, admitted that he had discounted Harrison as a possible successor when Graham Taylor resigned last May because he did not think that Harrison was ready for the job. He said that he had now taken the advice of Bertie Mee, a club director, and asked that Aston Villa release Harrison.

Harrison, aged 35, said that John had convinced him that there would be stability within the club in the future, something Harrison was particularly keen to hear after John's recent efforts to sell his major shareholding in the club.

John confirmed that he had no intention of leaving. "I'm basically only interested in keeping Watford on an even keel," he said. "It's been a nightmare season and it's probably been my fault."

John declined to discuss speculation that he might sell his shares to Paul Raymond, the showbusiness impresario, but he added: "I had no intention of selling my soul to the devil."

Where Bassett went went Page 45

Seagram set to become sole Aintree sponsor

By Dick Hinder

Seagram, which is in its fifth year of sponsoring the Grand National, has signed a five-year agreement to become the sole sponsor of the three-day Aintree meeting from 1989.

The Seagram sponsorship of all races at Aintree is unique — no previous three-day meeting in Britain has ever been backed in its entirety by a single company.

Announcing the news in London yesterday, Ivan Straker, chairman of Seagram, said that for this year's fixture, which runs from April 7 to 9, his company will sponsor the complete Thursday and Saturday programmes and increase its Friday involvement from one feature

event, the Glenlivet Hurdle, to five races.

Already, David Bott has withdrawn his sponsorship of the Foxhunters' Chase, and the two other sponsors committed to 1988, Tattersalls, with their mares' steeplechase final, and the Curragh Bloodstock Agency, who run a bumpers' race, will pull out next year leaving the way clear for the distillery company.

Straker said: "We want to be the equal of the Cheltenham Festival, not just its poor relation and for 1988, our commitment in prize-money will increase by £100,000 to a total figure of £230,000 for the Aintree meeting."



Bear necessities: James Hatfield, voted Yachtsman of the Year, with mascot Tony at the London International Boat Show yesterday (Photograph: Ian Stewart). Yachting, Page 41

Second rally death as DAF decide enough is enough

From Jeremy Hart
Niamer, Niger

A Nigerian girl, aged nine, was in hospital here last night after being run over by a vehicle in the tenth Paris to Dakar rally. She is thought to have been injured whilst watching the end of the special stage between Agadez and the capital. The accident was the latest incident in this year's event.

The Dutch truckmakers, DAF, announced yesterday that they would never again take part in the rally after one of their crew members was killed and two others seriously injured in a high-speed crash in the Sahara. DAF, who won the trucks category in last year's rally, pulled out after Kees van Loevezijn, a navigator, was killed on Saturday when his 600-horsepower Turbo-Twin truck overturned in Niger.

This year's course, which



race against the clock," Balestre said in an interview in *Le Figaro*, the French newspaper, yesterday. "I can affirm that Paris-Dakar will once again become a human adventure, or it will disappear from the international sporting calendar."

In the race itself the Peugeot are unstoppable. A day's rest at the midway point gave the two Finns, Ari Vatanen and Juha Kankkunen, just the boost they needed to remain on top. Finishing the 252-kilometre stage a minute faster than Vatanen (still the overall leader by an hour), Kankkunen has begun to chip away at the lead. Mechanical problems aside, the two Peugots could provide a spectacular finish.

"The Paris-Dakar is a marathon rally, an adventure. I don't reject the risks that are inherent in automobile racing, but I reject that a human adventure be changed into a

has claimed two lives so far, has been criticized by participants and the International Federation of Motor Sports (FISA). Jean-Marie Balestre, the FISA chairman, called yesterday for a meeting with the organizers at the end of the race, which is due to become part of the official international rally circuit next year.

"The Paris-Dakar is a marathon rally, an adventure. I don't reject the risks that are inherent in automobile racing, but I reject that a human

adventure be changed into a

SPORT IN BRIEF

Frankham thwarted

Bobby Frankham, the light-heavyweight boxer who was banned indefinitely for punching a referee, has had plans for a comeback bout thwarted. He was scheduled to meet Danny Sullivan, a middleweight, in an unlicensed bout in aid of Comic Relief at Walthamstow on February 5.

But Waltham Council refused to host the contest. The Bloomsbury Crest hotel, in London, initially accepted the show yesterday, but rejected it later, with a spokesman saying the hotel would not stage unlicensed promotions.

Triple boost

Three City firms are to contribute £35,000 to hockey. The Nationwide Anglia building society will give £20,000 for the national schools and youth championships. The NatWest Bank will donate £11,000 for junior divisional tournaments, and Chantrey Wood King, the accounting firm, has put £2,000 into the under-16 and 18 indoor championship finals.

Doohan: league attraction

Cardiff capture

Peter Doohan, the Australian tennis player who ended Boris Becker's defence of the Wimbledon singles title in 1987, will play for Cardiff in the Mortgage Corporation national league, which re-starts on February 13.

Fairbank fee

Mark Fairbank, the former Oldham Rugby League forward, has joined Keighley for £8,000. Meanwhile, Paul Doherty, a Great Britain under-19 half-back, has been transfer-listed by St Helens for £15,000 at his own request.

Budd return

Zola Budd will try for a place in England's team for the world cross-country championships in New Zealand, despite threats from anti-apartheid groups there. The South Africa-born runner, aged 21, is among the entries for the England trial at Gateshead on January 30.

Growing need

The British Amateur Rugby League Association (BARLA) is to appoint a national development officer. The appointment follows the demands of a steadily-growing sport, and is helped by financial support from the Sports Council and the Rugby League Foundation.

Currie ready

Trevor "Hugbory" Currie, the former British heavyweight boxing champion, will be fit to contest his old title in seven weeks' time. The tendon damage in his left shoulder, which has forced him to abandon his challenge to Horace Notice on January 26, has healed after laser treatment, and he should be ready after March 1.

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